



PARTNERING FOR SUCCESS
JUNE 2009
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WHO WE DO BUSINESS WITH

Typical Customer Target

Financial Management, ERP, HR & Payroll solution

Transformational

Local to global deployment

Small to large organisations

Circa £75m+ TO

Deal value of £300k+

Private or public sector

Complex, dynamic organisations

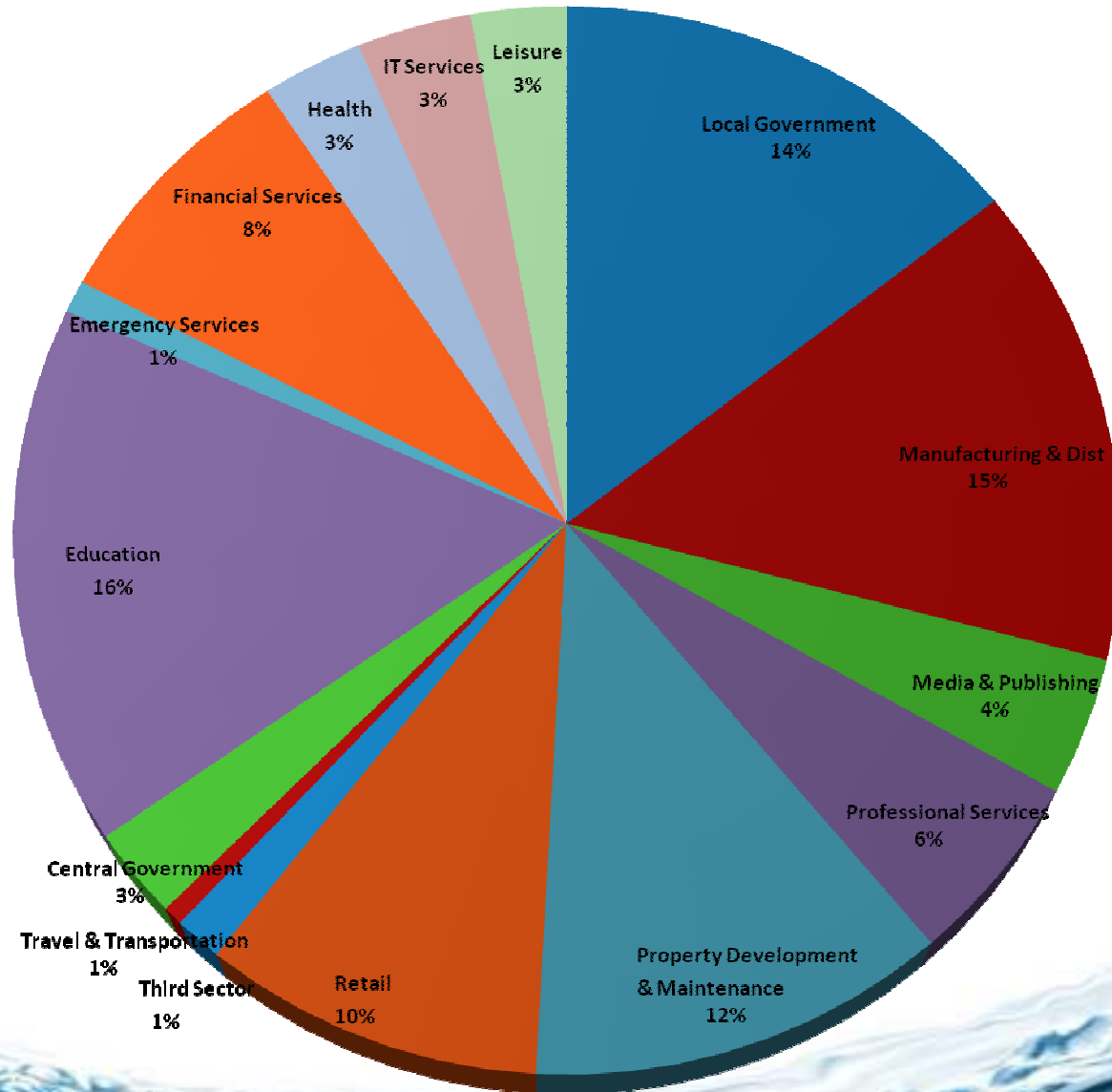
BLINC – Businesses Living In Change

‘People-centric’ businesses

A real alternative to SAP or Oracle



WHO DO WE DO BUSINESS WITH



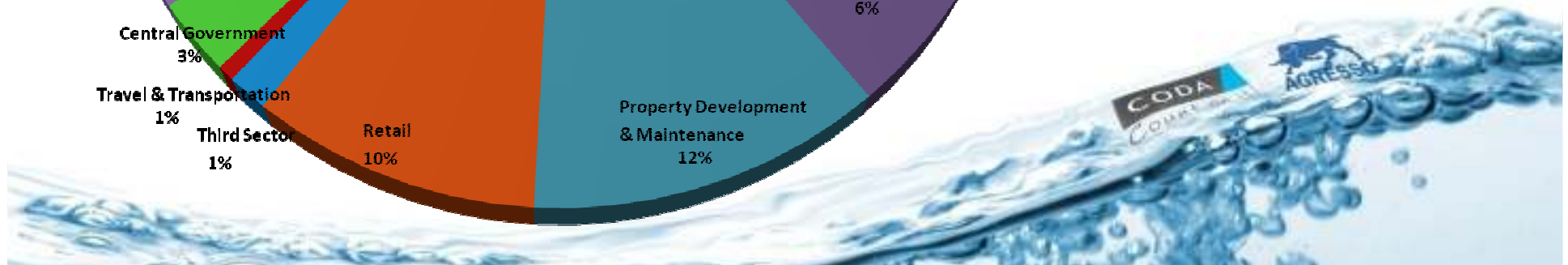
Key Markets

Public Sector

- Local Government
- Education

Private Sector

- Manufacturing & Distribution
- Financial Services
- Property Development & Maintenance
- Retail





WHO DO WE DO BUSINESS WITH

Partnerships

Technology, Solution, Systems Integration, Consulting, Affiliate

Agile mutually beneficial relationships

Why and how do you want to partner?

Encourage mutually beneficial relationships

Enhanced “trusted advisor” status

Access to knowledge & skills

People, information, education

Timing is key

Earlier project engagement

More strategic involvement

Stronger sector focus

Support for your consulting capability

Technology solutions

Maintain win-win



TYPICAL PROJECTS

- **EFFICIENCY DRIVES**
 - Finance/ERP System replacement or extension
 - HR & Payroll System
 - Shared Service Centre projects
 - Outsource projects
 - eProcurement
 - Expenses Management
 - Fast Close
 - Business Process Management
 - Business Intelligence
 - Consolidation & Group Reporting
 - CRM

