



B&T Solutions-HUB Innovation Exchange

Technologies, Solutions, Processes, Products

Durch abgestimmtes Zusammenspiel von Visionen,
Erfahrung und Können mit Überlegenheit zum Erfolg.



**“SInX” the “B&T Solutions-HUB Innovation Exchange”
Professional Services
“SPS”**

Success through balancing vision
with experience and competence



B&T Solutions-HUB Innovation Exchange

Technologies, Solutions, Processes, Products

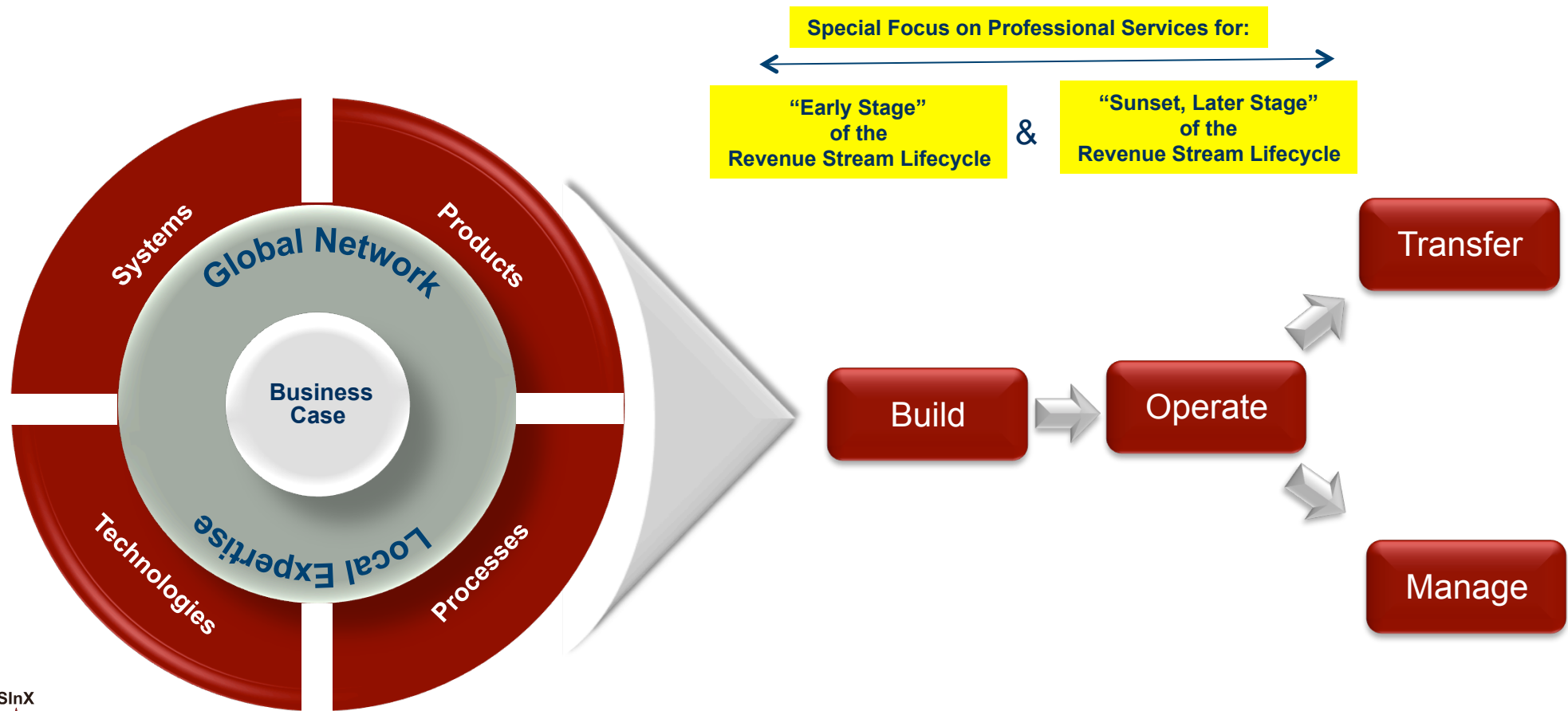
“SInX”
the “Corporate **Hosted** Innovation Exchange”

“SInX”
the “Corporate **Dedicated** Innovation Exchange”

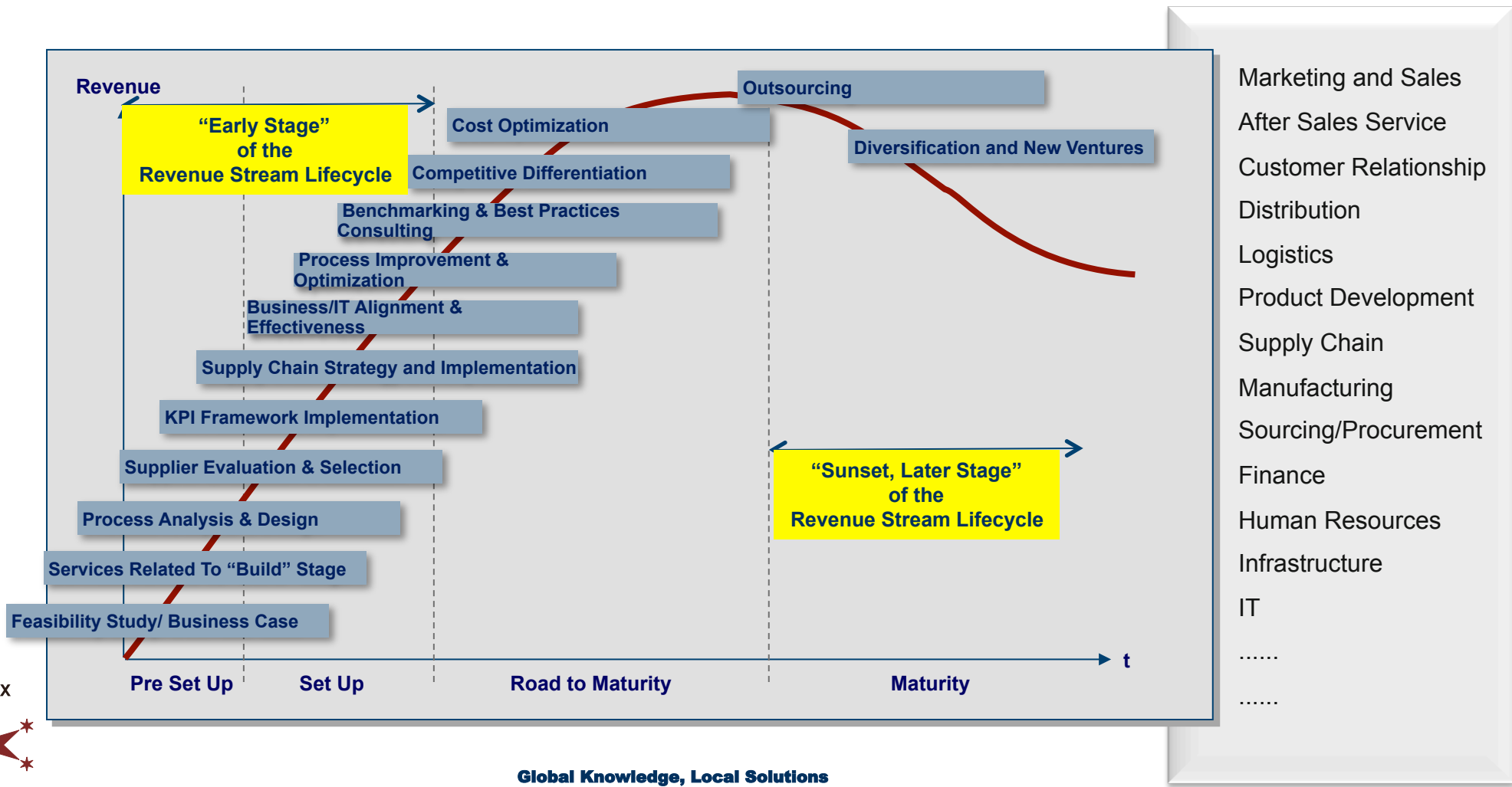


“SInX”
the “B&T Solutions-HUB Innovation Exchange”

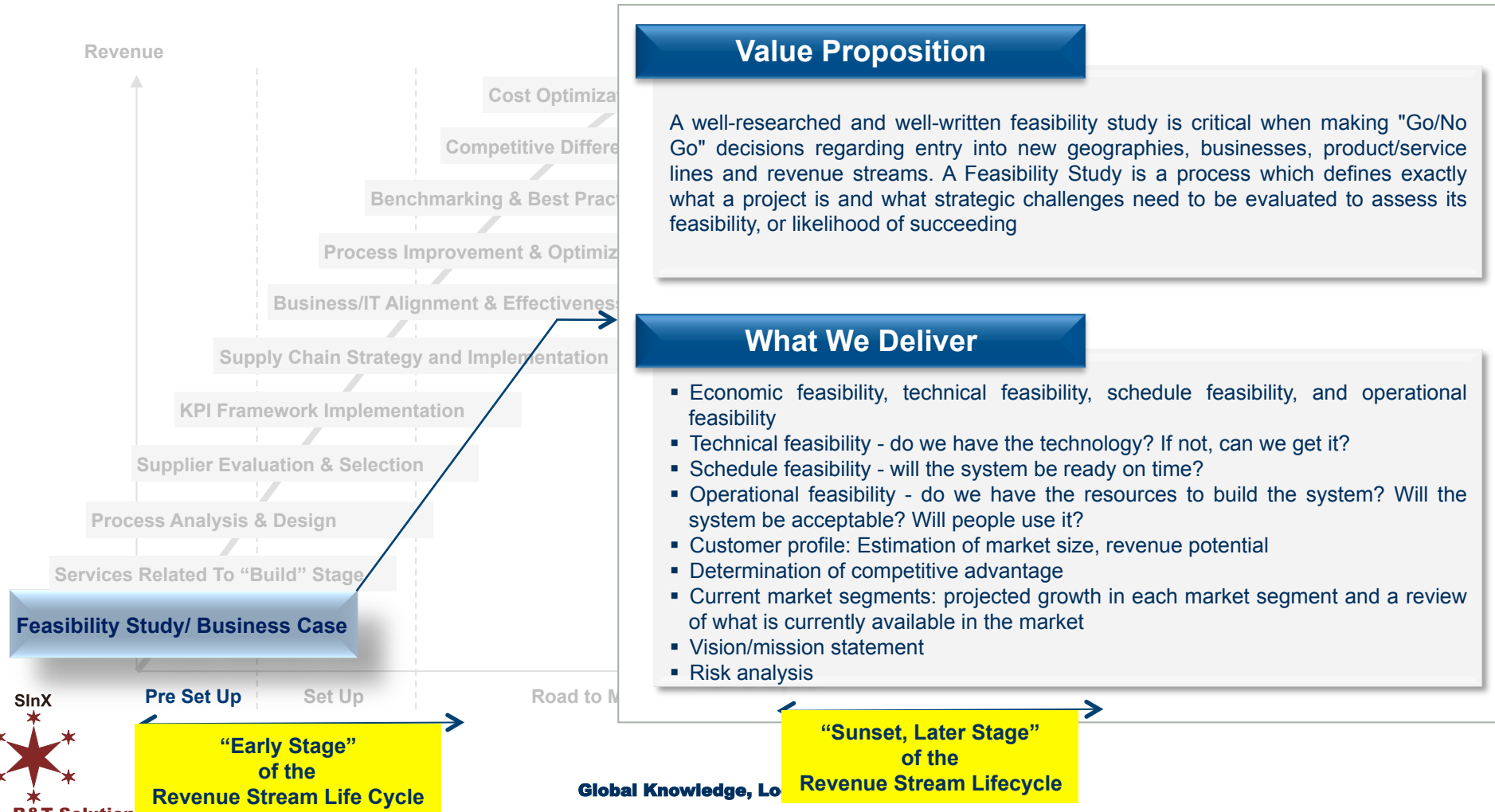
SInX Professional Services (SPS) uses the “SInX WAY” methodology to Build, Operate and Manage (or Transfer) local, regional, national and international Revenue Streams



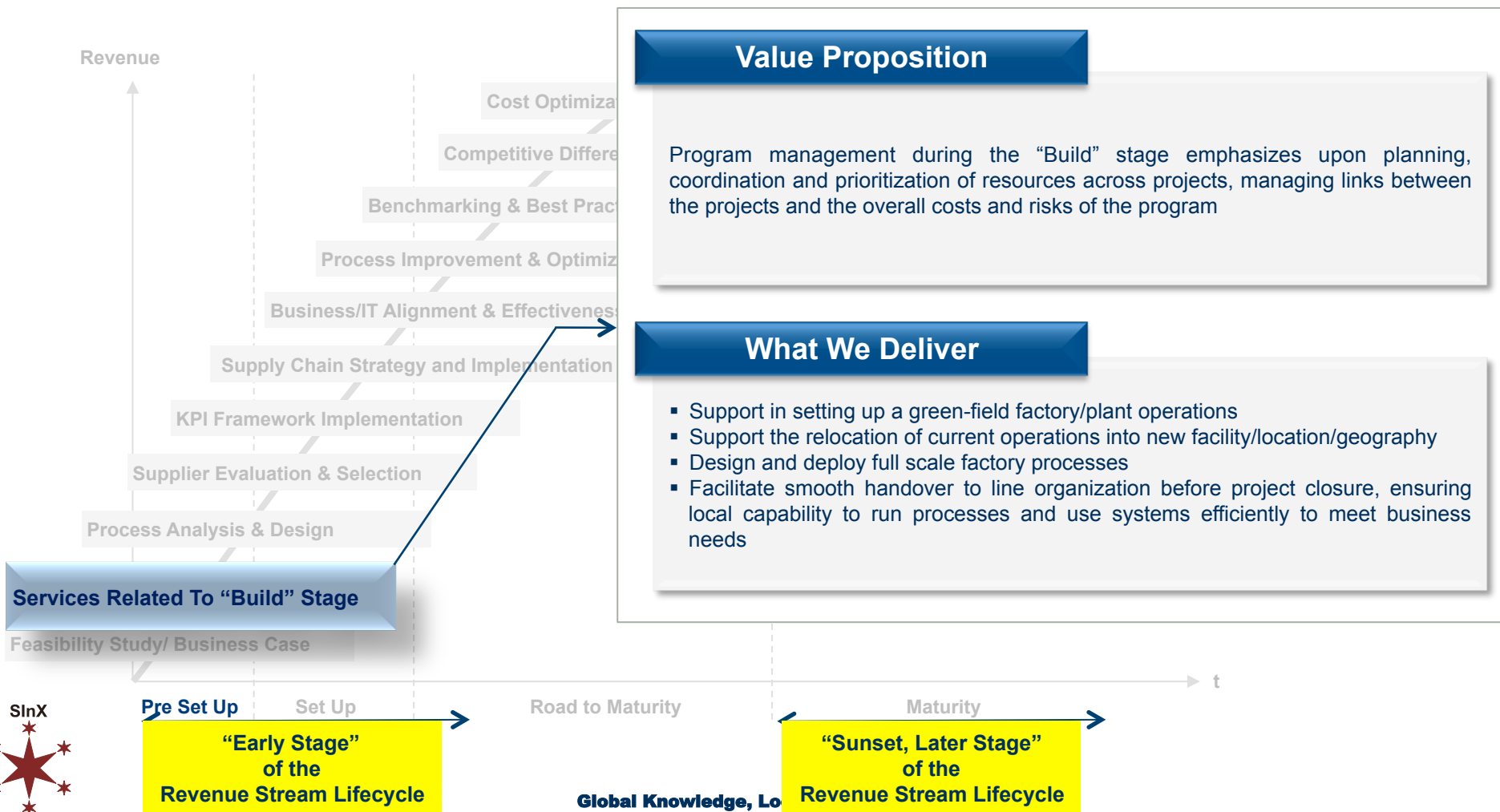
SPS achieves results by exercising independent and interconnectable modules in each of the four stages of the business life cycle



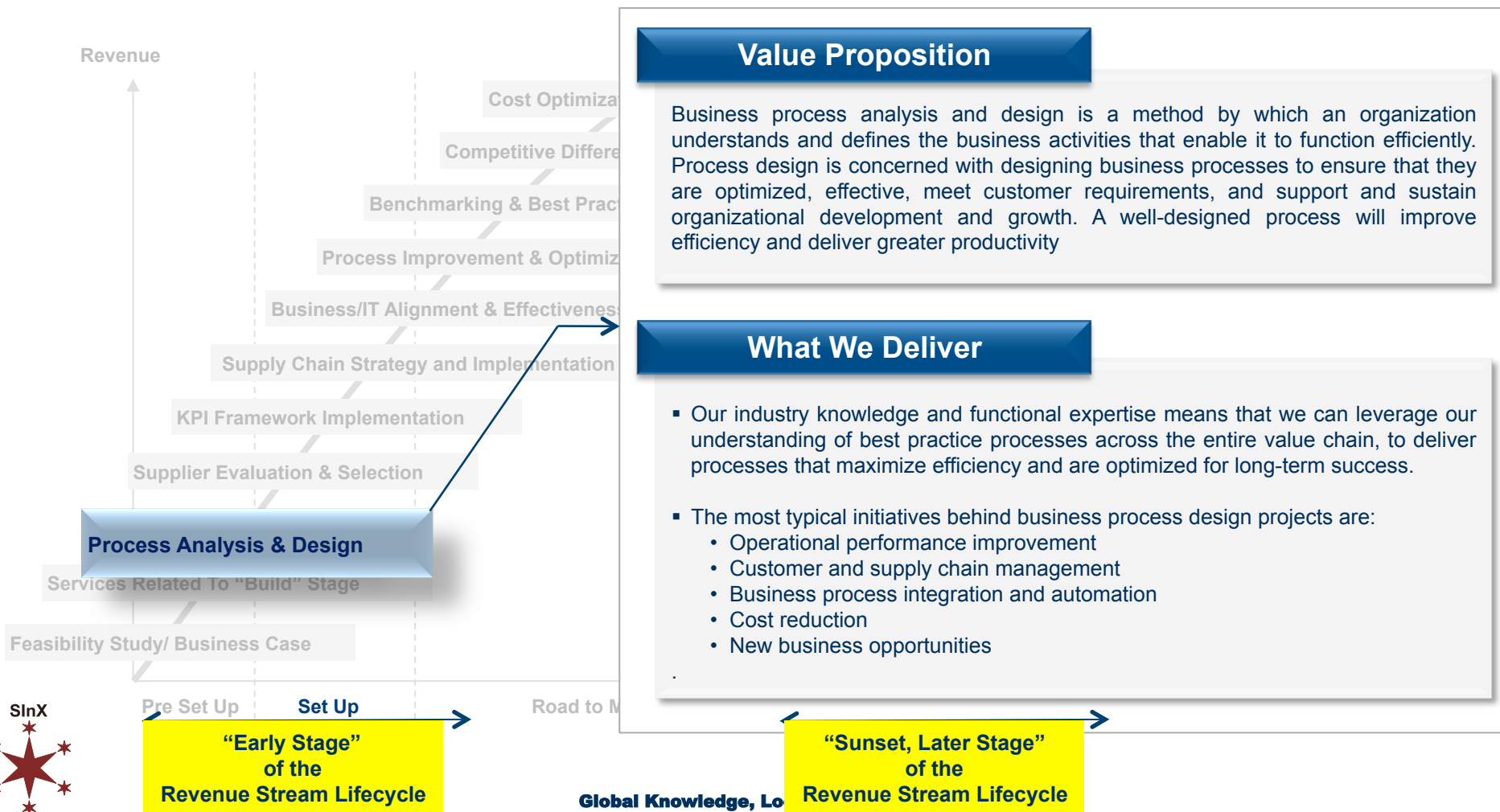
A feasibility study and validated business case lays the foundation for effective decision making throughout the life cycle of the revenue stream and....



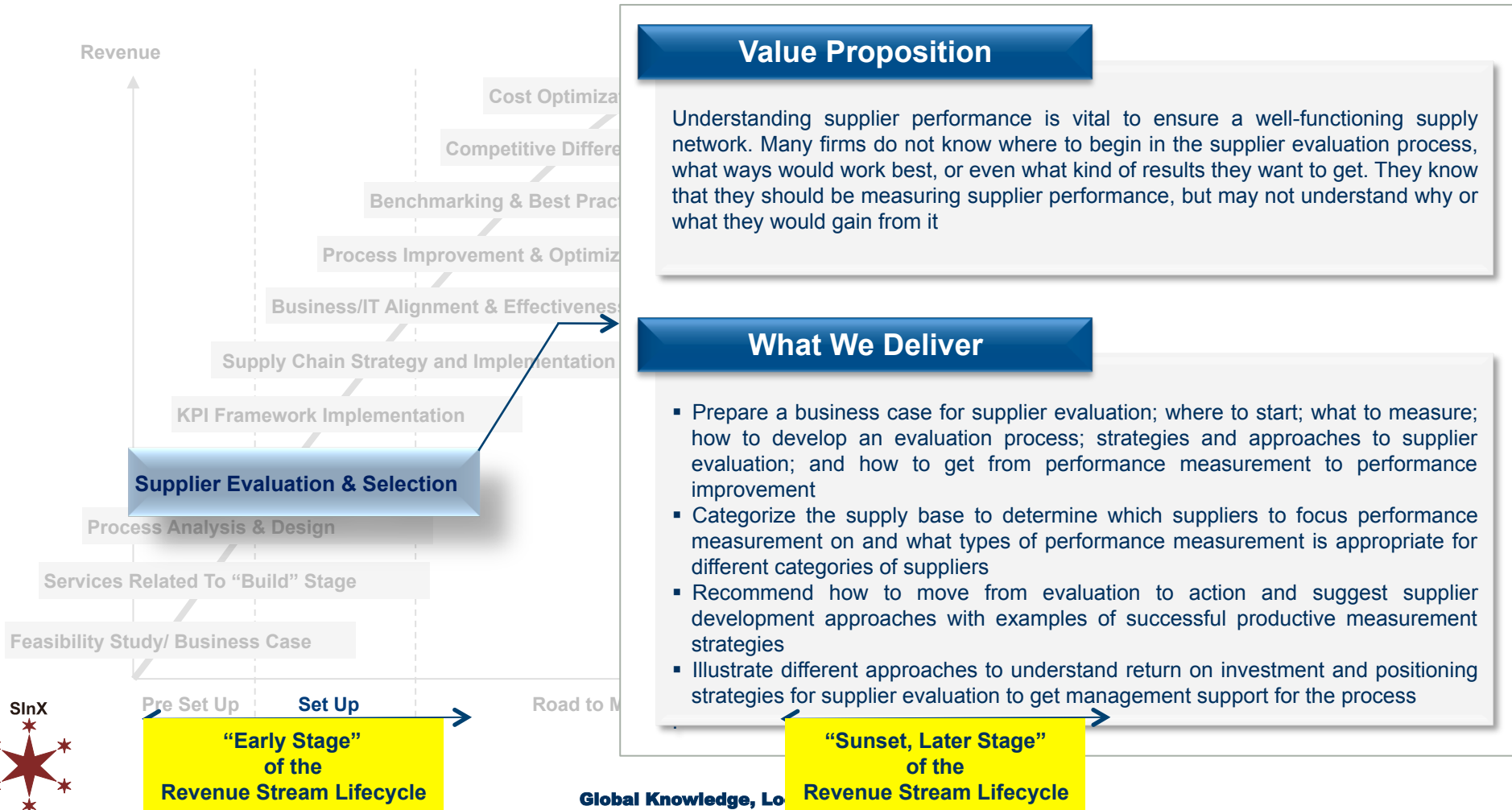
... triggers the definition and the realisation of key operative tasks that need to be completed individually



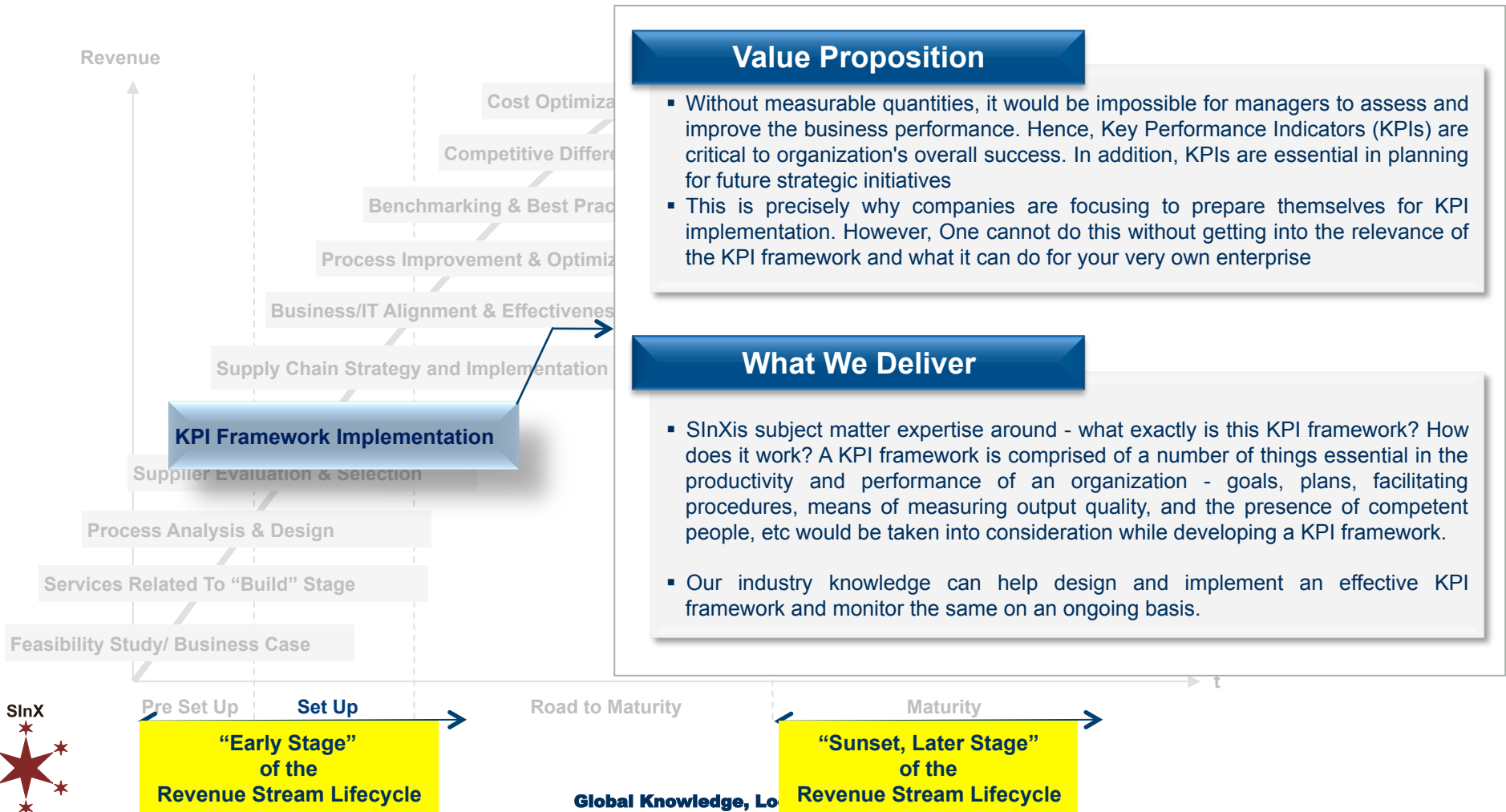
The probability of business success is enhanced by implementing industry specific operative processes and deploying resources, with well defined roles & responsibilities



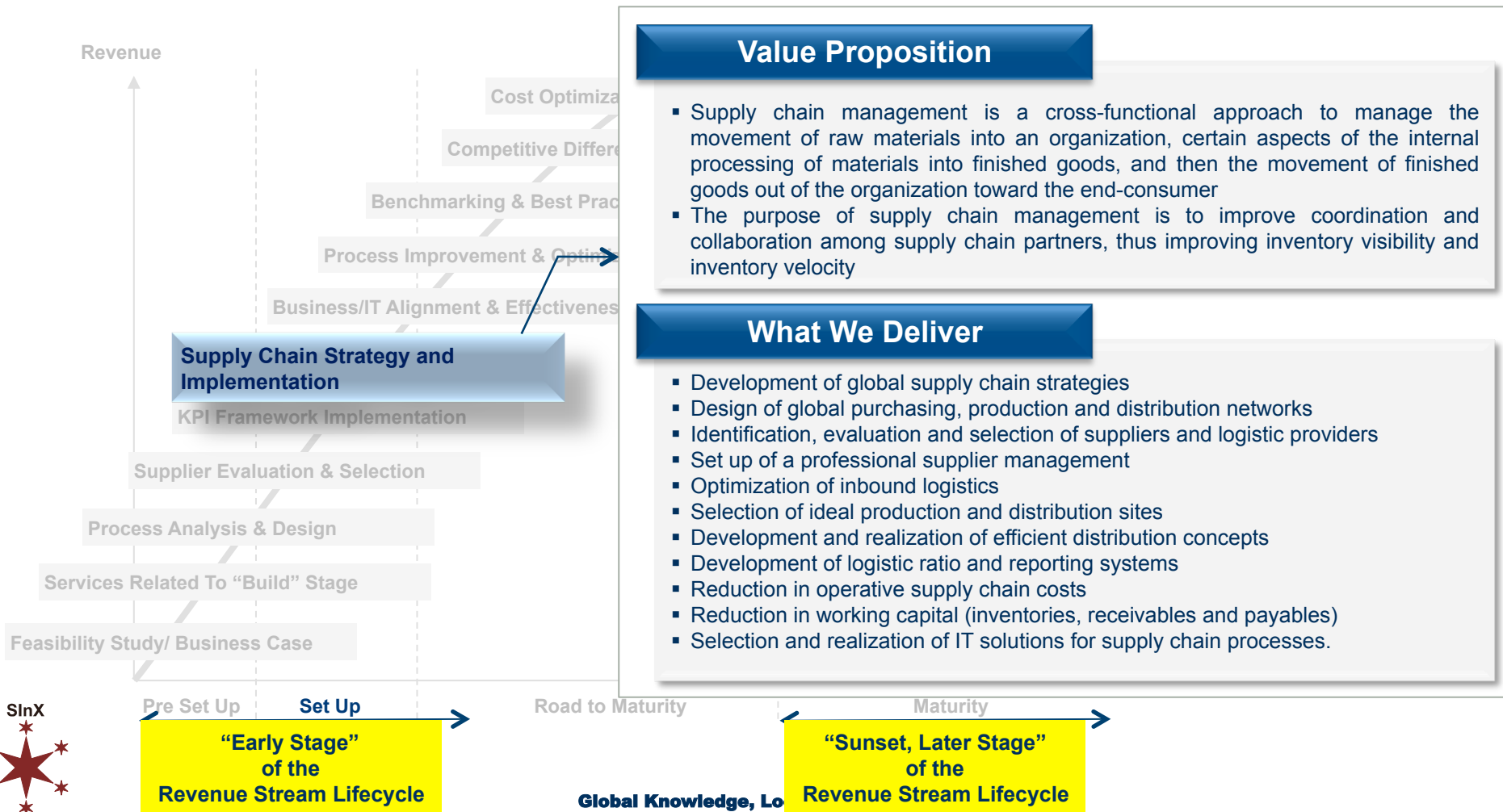
..and partnering with validated suppliers



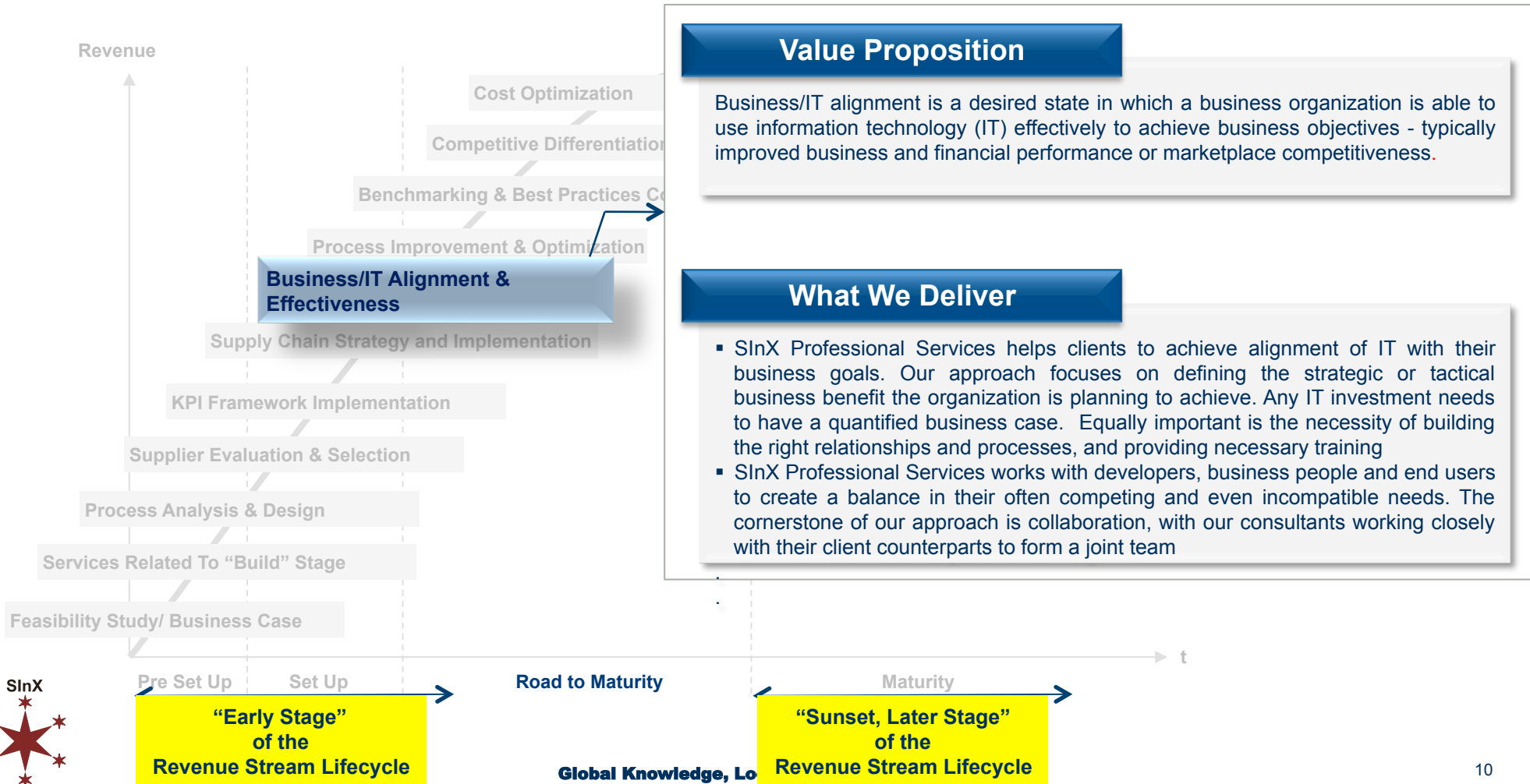
As a revenue stream develops on the maturity curve, KPI and Balanced Scorecard implementation play a definitive role in managing and controlling performance



Implementing a robust incoming & outgoing supply chain is crucial in scaling up efficiencies and driving down operating costs...



IT infrastructure and solutions are essential to ensure operational effectivity



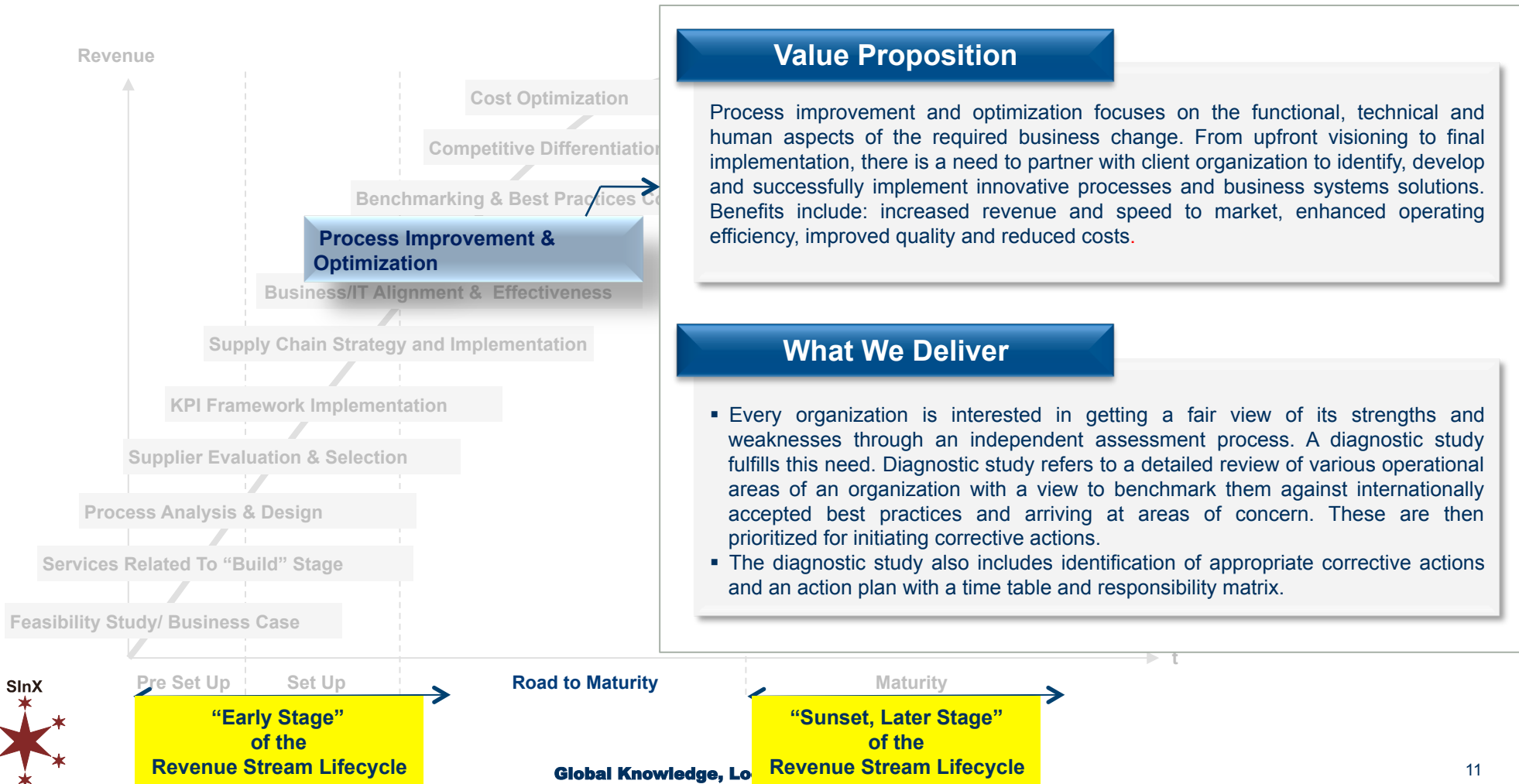
Value Proposition

Business/IT alignment is a desired state in which a business organization is able to use information technology (IT) effectively to achieve business objectives - typically improved business and financial performance or marketplace competitiveness.

What We Deliver

- SInX Professional Services helps clients to achieve alignment of IT with their business goals. Our approach focuses on defining the strategic or tactical business benefit the organization is planning to achieve. Any IT investment needs to have a quantified business case. Equally important is the necessity of building the right relationships and processes, and providing necessary training
- SInX Professional Services works with developers, business people and end users to create a balance in their often competing and even incompatible needs. The cornerstone of our approach is collaboration, with our consultants working closely with their client counterparts to form a joint team

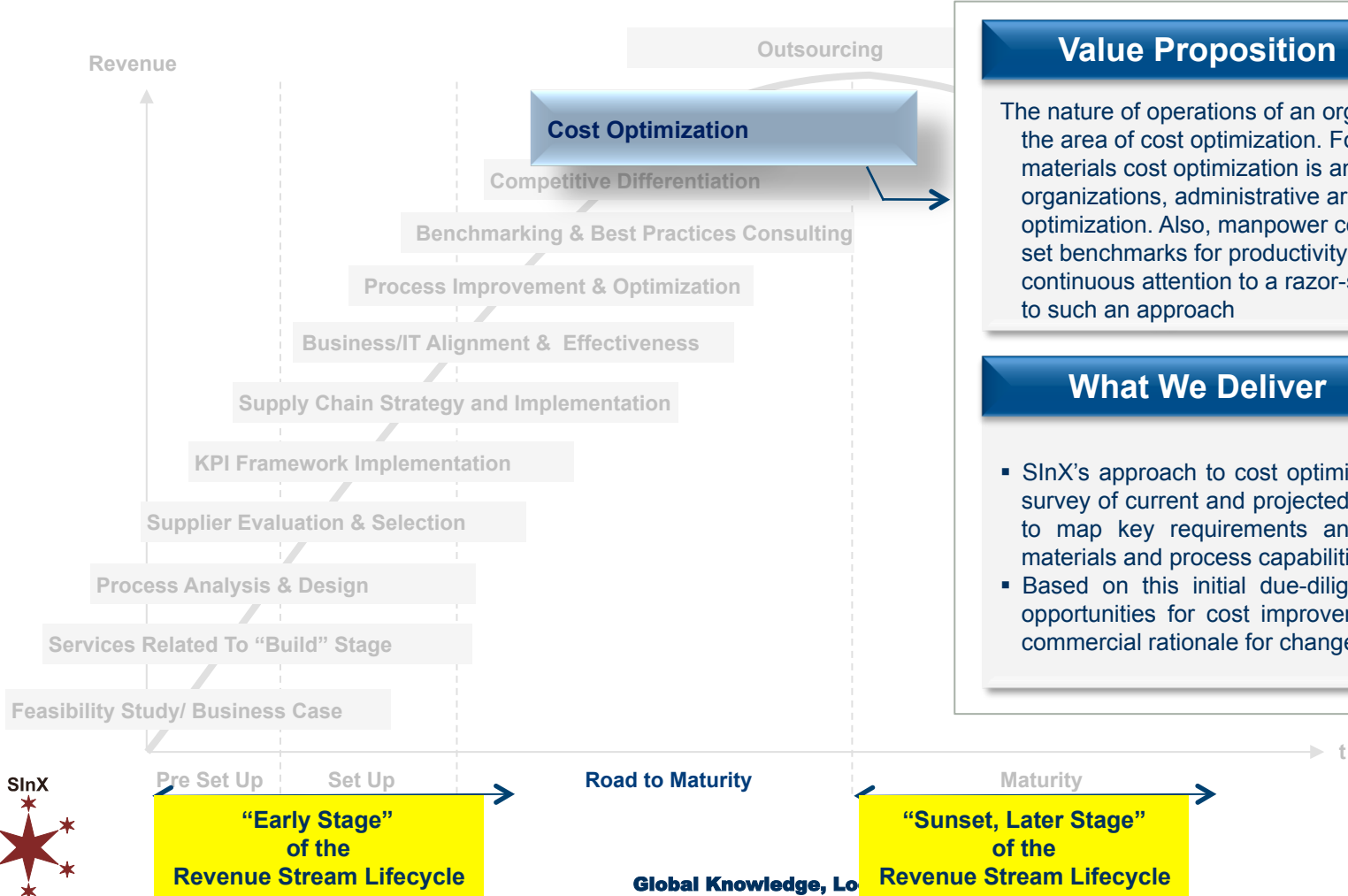
Process improvement and optimization builds in sustainability and reliability ...



...under the back drop of industry specific benchmarks



The “SInX WAY” ensures “Cost Optimisation” as an ongoing task and achieves results by



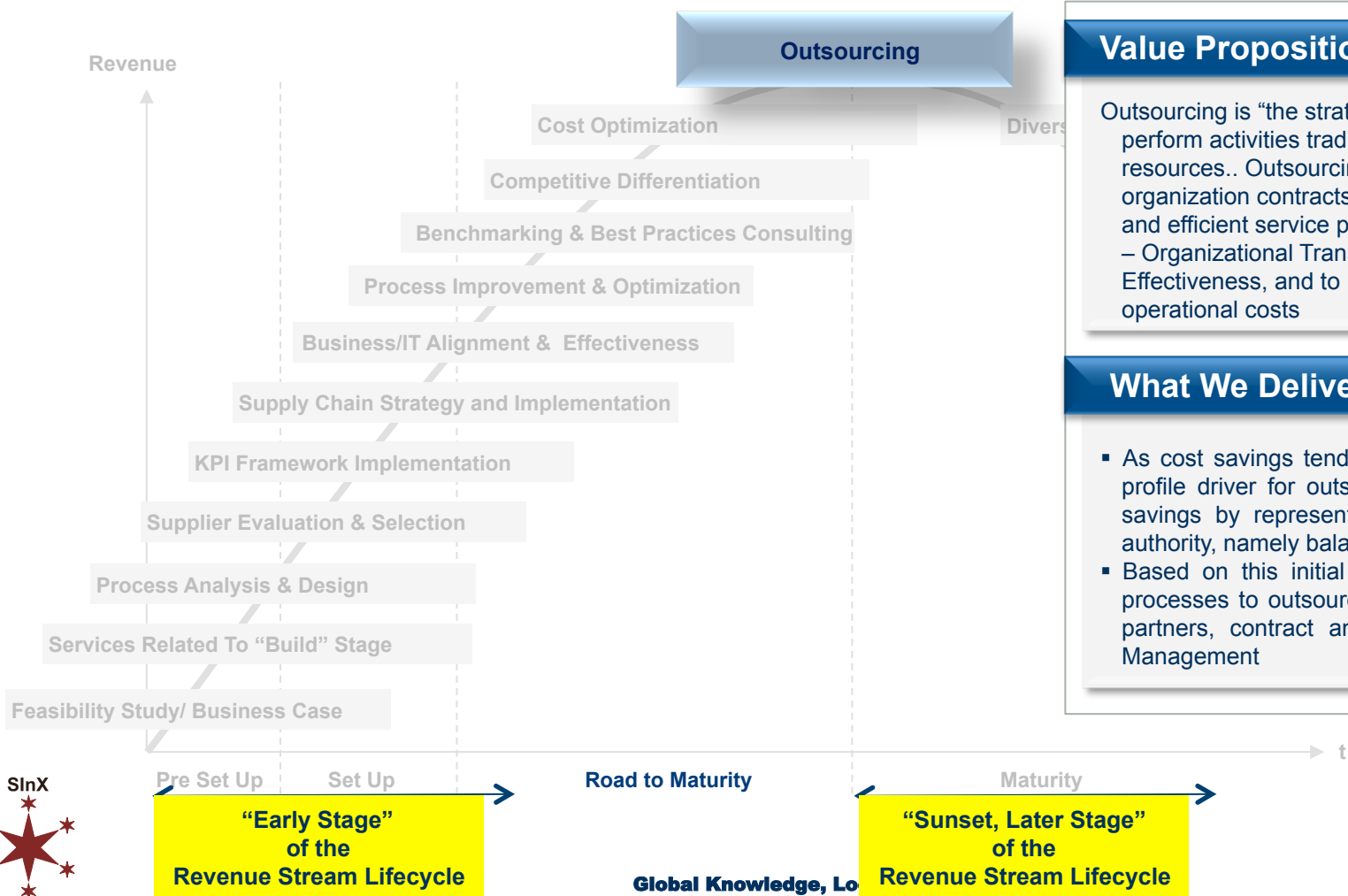
Value Proposition

The nature of operations of an organization provides a clue regarding the area of cost optimization. For any manufacturing organization, materials cost optimization is an essential area while for service organizations, administrative areas may offer an opportunity for cost optimization. Also, manpower costs need to be reviewed in order to set benchmarks for productivity and utilization. Solid leadership and continuous attention to a razor-sharp implementation are essential to such an approach

What We Deliver

- SInX’s approach to cost optimization projects is based on an initial survey of current and projected requirements. This survey allows us to map key requirements and to assess them against current materials and process capabilities within the value chain
- Based on this initial due-diligence, we can recommend detailed opportunities for cost improvement, supported by a technical and commercial rationale for change

... by effectively outsourcing non-core activities / processes



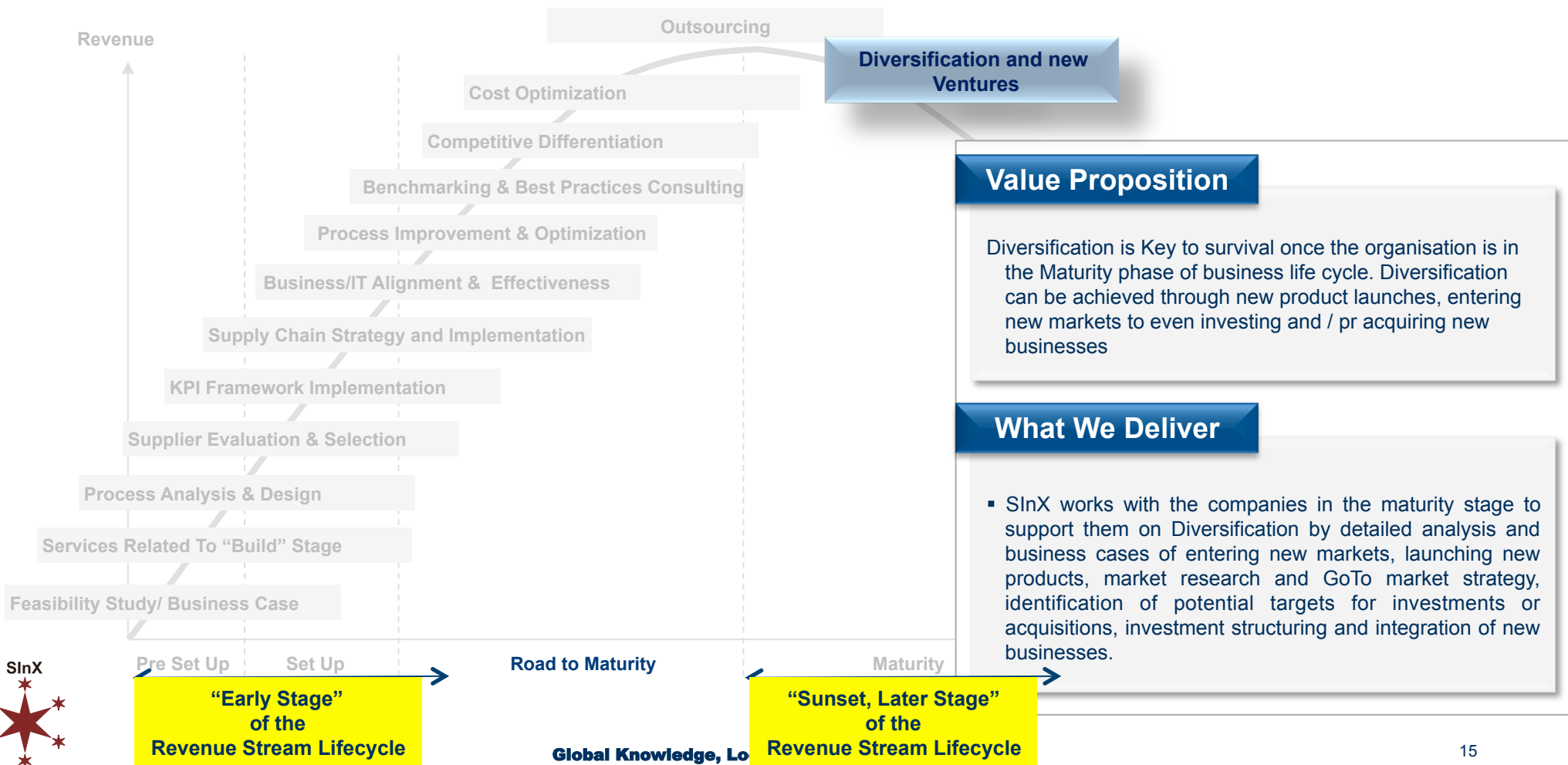
Value Proposition

Outsourcing is "the strategic use of outside resources to perform activities traditionally handled by internal staff and resources.. Outsourcing is a strategy by which an organization contracts out major functions to specialized and efficient service providers. – To meet the objectives of – Organizational Transformation, Efficiency & Effectiveness, and to Improve Company focus and reduce operational costs

What We Deliver

- As cost savings tends to be the most common and high profile driver for outsourcing of services, SInX delivers savings by representing a key risk for the outsourcing authority, namely balancing cost, quality and value.
- Based on this initial due-diligence, we can recommend processes to outsource, identification of right outsourcing partners, contract and SLA negotiations, and Program Management

In the maturity phase, the “SInX WAY” is exercised to start the next growth phase through diversification and new ventures

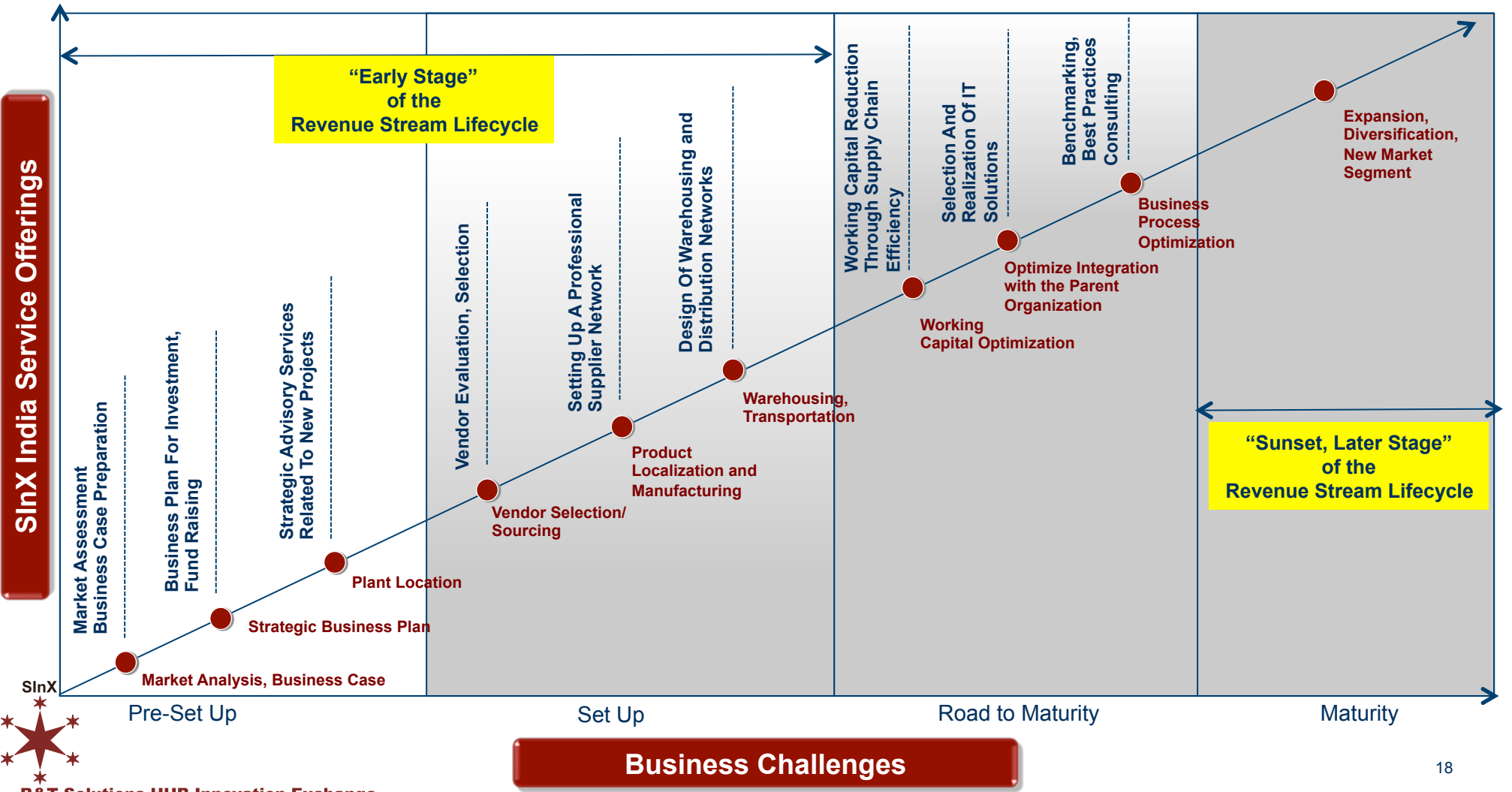


SInX Professional Services Sample Deliverables during the various phases of Business Life Cycle

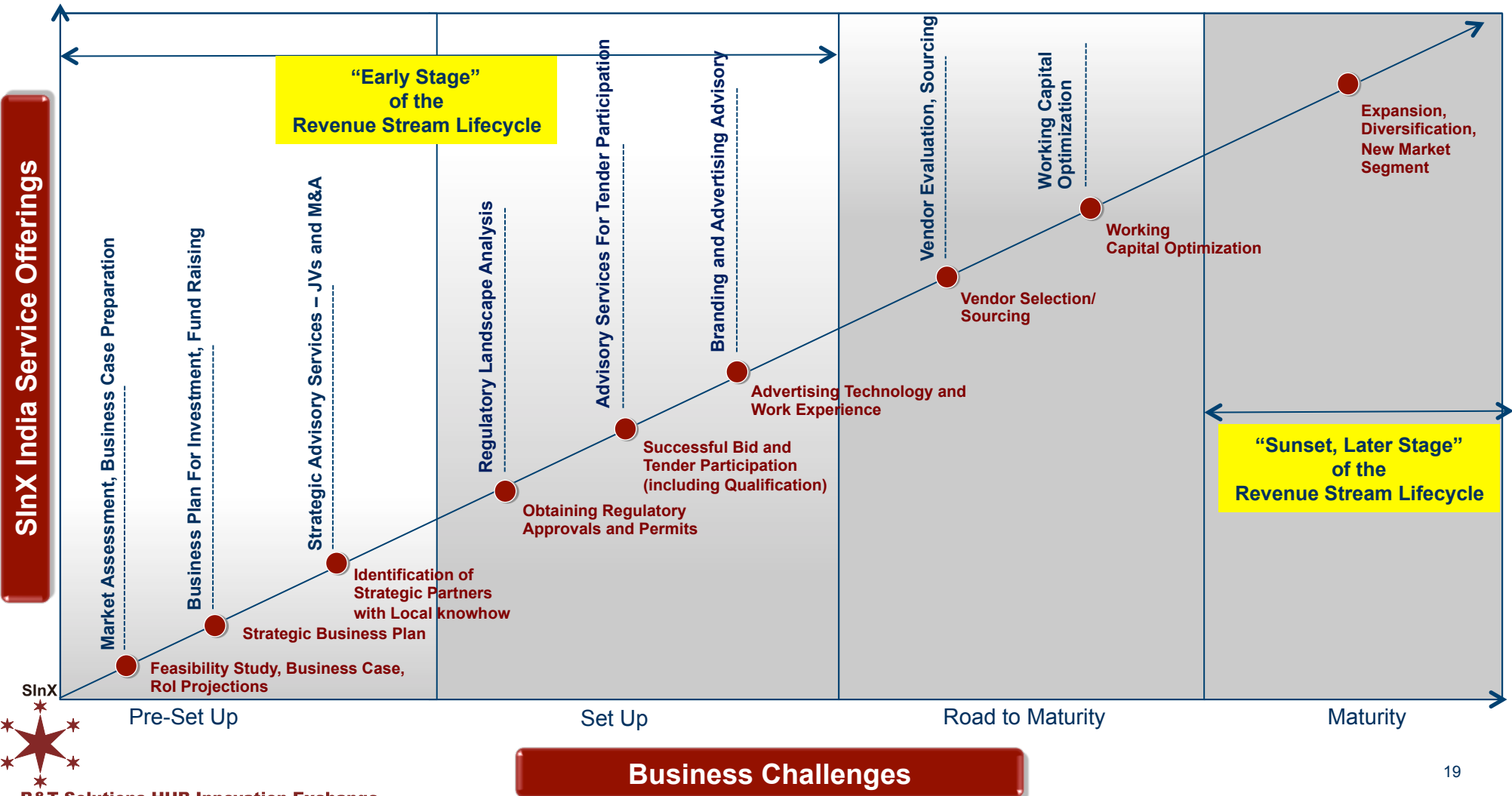
Pre-Set-up "Early Stage in the Revenue Lifecycle"	Set-up	Road to Maturity	Maturity "Later Stage in the Lifecycle"
Market Assessment and Market Entry Strategy	Regulatory Landscape Analysis	Organization Structuring	Business Consolidation Strategy
Business Case	Identification and Selection of right partners for adherence to regulatory framework	Processes Benchmarking	Identification of Right businesses for Diversification
Business Plans	Local Legal Support	Implementation of Best in Class Information Technology Systems	Partner search for JV / M&A
Fund Raising	Local and International Project Financing / Business Financing	Efficiency Improvements and Work Flow Automation	New Business Integration into Group Portfolio
Partner Search for JV / M&A			

**The “SInX WAY”:
Representative samples across industry segments
Manufacturing, Infrastructure, Telecom, Energy**

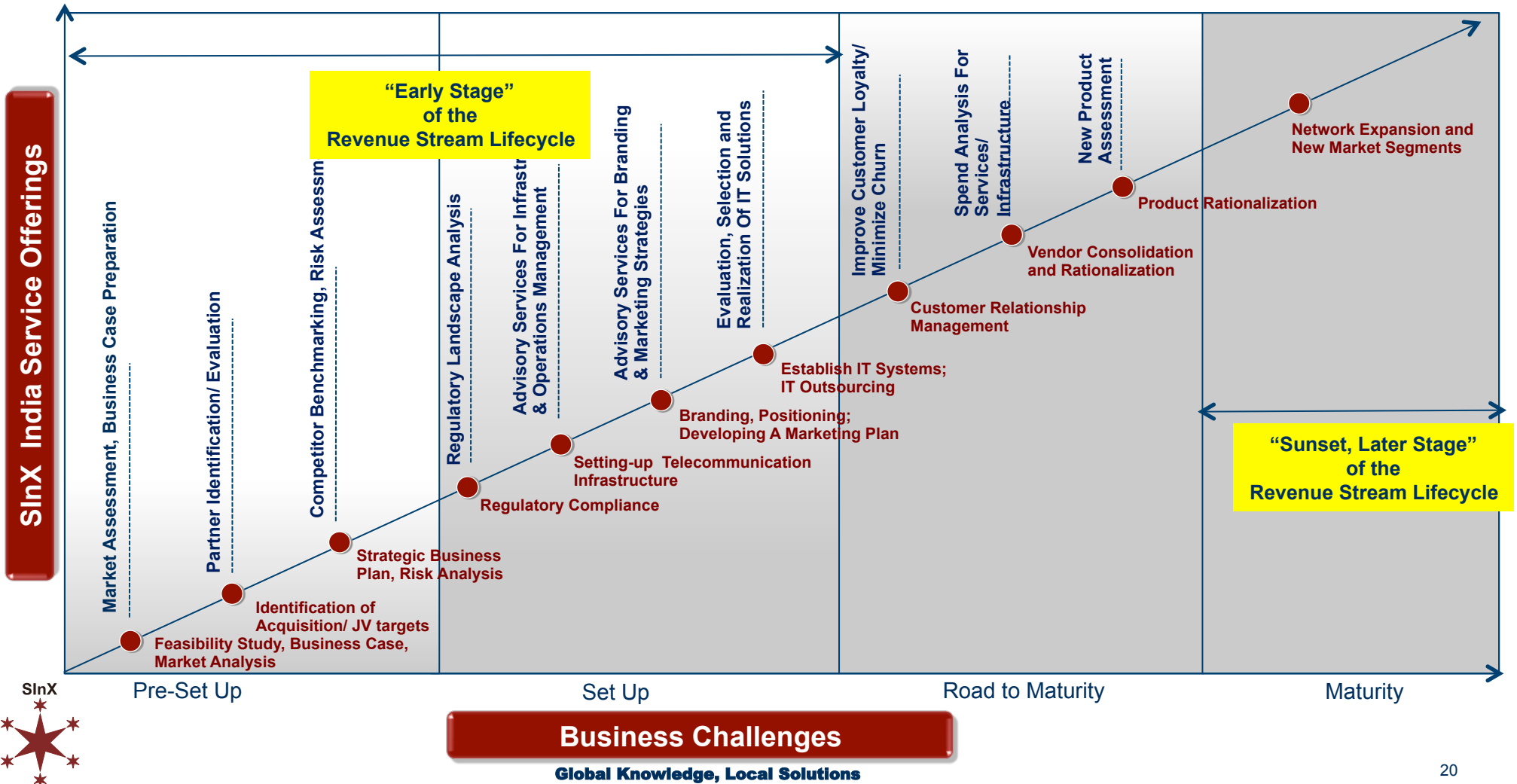
SInX Professional Services Offerings for the Manufacturing Industry



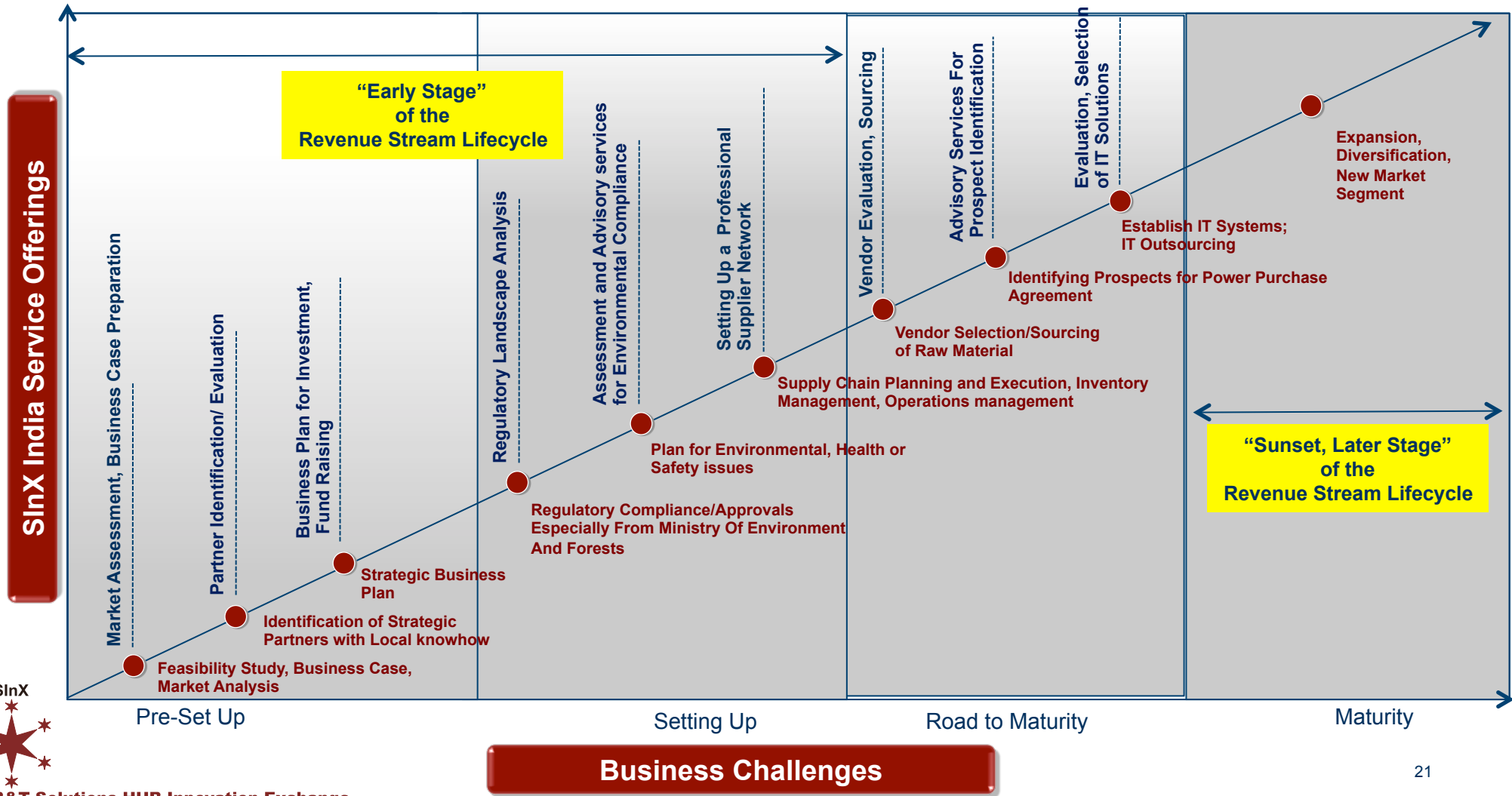
SInX Professional Services Offerings for the Infrastructure Industry



SInX Professional Services Offerings for the Telecom Industry



SInX Professional Services Offerings for the Energy Industry



Tony Wadhawan

Managing Director

“SinX” the “B&T Solutions-HUB Innovation Exchange”

Tel.: +49 172 210 6574 (Germany)

Tel.: +971 50 34 17264 (UAE)

Tel.: +91 98 718 43 904 (India)

Email: TW@solutions-hub.org

URL: www.solutions-hub.org

„SinX“ the „Business & Technology Solutions-HUB Innovation Exchange“

UK
London

Germany
Bad Camberg

UAE
Dubai

India
New Delhi

India
Pune

India
Baroda

Singapore
Malaysia

Hong Kong
China
Taiwan

Australia
Sydney



Frequently asked questions (FAQ) and about “SInX” the “B&T Solutions-HUB Innovation Exchange”

Opening Remarks:

“**Revenue Streams**” are the operational units of “**Business Entities**”, “**Processes**” are the work horses and “**Resources**” with defined roles and responsibilities are their driving forces.

About “SInX”:

The “**SInX WAY**” is a validated process for accelerating the creation and / or expansion of local / regional / national / international “**Revenue Streams**” for established and newly developed Technologies / Solutions / Products / Processes / Services (collectively termed as “**TSPPS**”) and for ensuring their commercial sustainability.

“**SInX**” the “**B&T Solutions-HUB Innovation Exchange**” is the “**P2P (Person to Person), Internet Facilitated, Business & Technology Platform**” on which the “**SInX WAY**” is exercised for creating and sustaining “**SInX Solutions**”

The “**SInX Solutions**” address the need of internationally diverse markets for the innovative use of available and validated business principles and technologies. The “**SInX Solutions**” are commercially sustainable, socially acceptable and eco-friendly.

Four core “**SInX Communities**”, i.e. **Partner Community** (Providers of TSPPS), **Member Community** (Users of TSPPS), **Multidisciplinary Subject Matter Experts Community** (Providers of KnowHow and Experience) and **Financial Service Community** (Providers of Structured Finance), form the basis of self-sustaining and self-expanding business entities called “**SInX Local Points of Presence**” (SLPOP) accountable to a business head (**SLPOP Head**)

Invitation:

Expression of “Executive, Strategic and Commercial Interest in a Partnership / Collaboration” should be directed to:

***Tony Wadhawan** (tw@solutions-hub.org) This interest can be for Deployment, for Technology, for Manufacturing, for Financial (Commercial) partnership or for partnership that is Specific to project/s and could be in the form of: Joint Ventures / Partnership/s / License Agreements Franchisee Agreements, not limited to one Country / Region.*

