B&T Solutions-HUB Innovation Exchange

Technologies, Solutions, Processes, Products

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B&T Solutions-HUB Innovation Exchange

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

"SInX"
the "Corporate Hosted Innovation Exchange"

the "Corporate **Dedicated** Innovation Exchange"

etworks

"SInX" the "B&T Solutions-HUB Innovation Exchange"
Professional Services
"SPS"

Expertise

Synergy

Success throug balancing vision with experience and competence

"SInX"

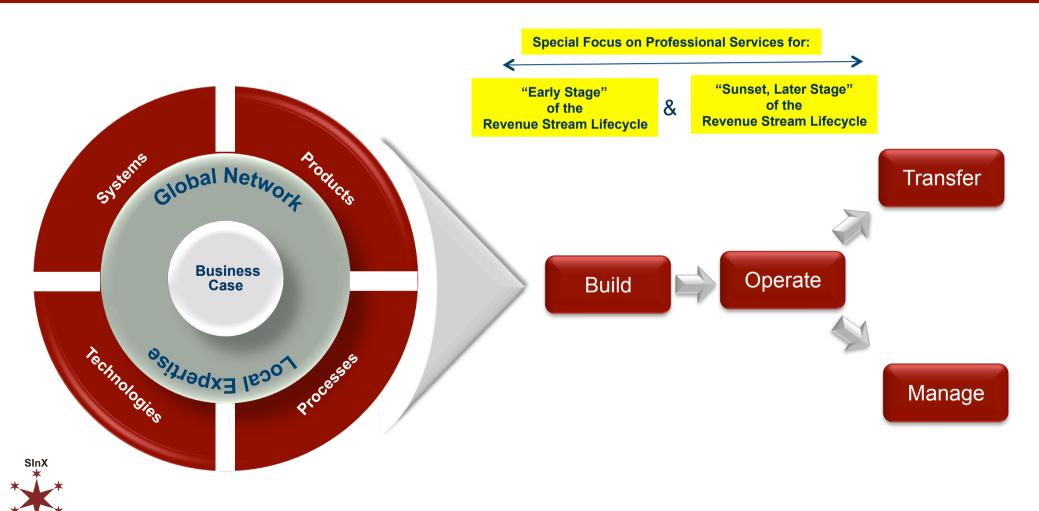
the "B&T Solutions-HUB Innovation Exchange"

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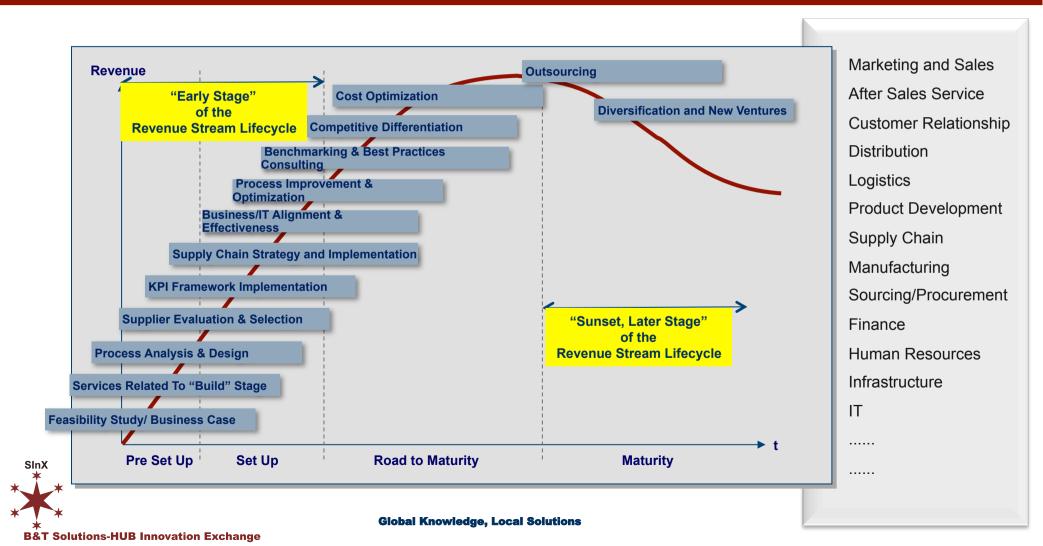
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B&T Solutions-HUB Indovation Exchange

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....



Revenue Stream Life Cycle

Value Proposition

A well-researched and well-written feasibility study is critical when making "Go/No Go" decisions regarding entry into new geographies, businesses, product/service lines and revenue streams. A Feasibility Study is a process which defines exactly what a project is and what strategic challenges need to be evaluated to assess its feasibility, or likelihood of succeeding

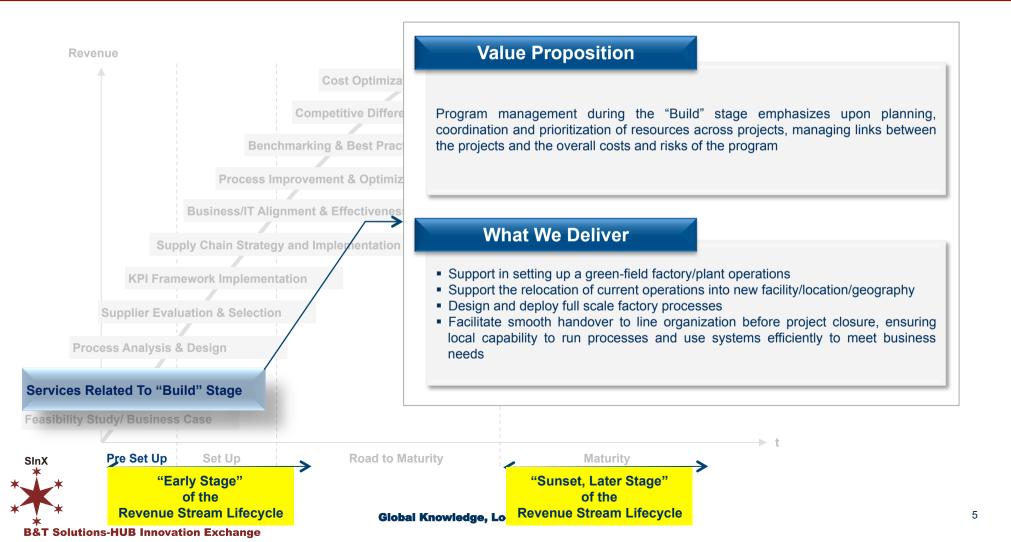
What We Deliver

- Economic feasibility, technical feasibility, schedule feasibility, and operational feasibility
- Technical feasibility do we have the technology? If not, can we get it?
- Schedule feasibility will the system be ready on time?
- Operational feasibility do we have the resources to build the system? Will the system be acceptable? Will people use it?
- Customer profile: Estimation of market size, revenue potential
- Determination of competitive advantage
- Current market segments: projected growth in each market segment and a review of what is currently available in the market
- Vision/mission statement
- Risk analysis

Global Knowledge, Lo

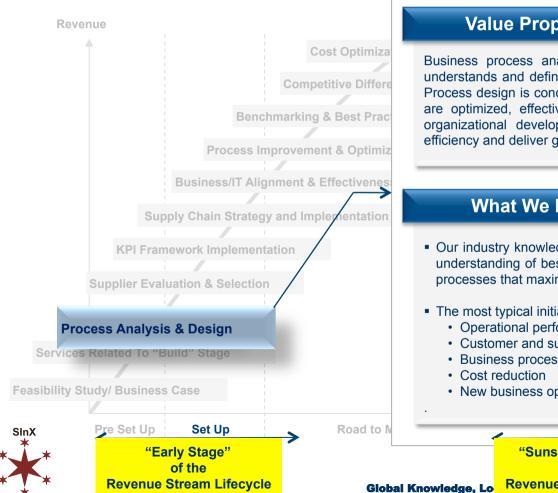
"Sunset, Later Stage" of the **Revenue Stream Lifecycle**

... 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



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Value Proposition

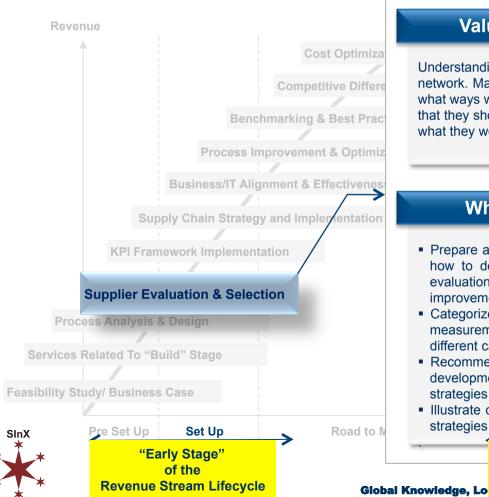
Business process analysis and design is a method by which an organization understands and defines the business activities that enable it to function efficiently. Process design is concerned with designing business processes to ensure that they are optimized, effective, meet customer requirements, and support and sustain organizational development and growth. A well-designed process will improve efficiency and deliver greater productivity

What We Deliver

- Our industry knowledge and functional expertise means that we can leverage our understanding of best practice processes across the entire value chain, to deliver processes that maximize efficiency and are optimized for long-term success.
- The most typical initiatives behind business process design projects are:
 - Operational performance improvement
 - Customer and supply chain management
 - · Business process integration and automation
 - · New business opportunities

"Sunset, Later Stage" of the **Revenue Stream Lifecycle**

..and partnering with validated suppliers



Value Proposition

Understanding supplier performance is vital to ensure a well-functioning supply network. Many firms do not know where to begin in the supplier evaluation process, what ways would work best, or even what kind of results they want to get. They know that they should be measuring supplier performance, but may not understand why or what they would gain from it

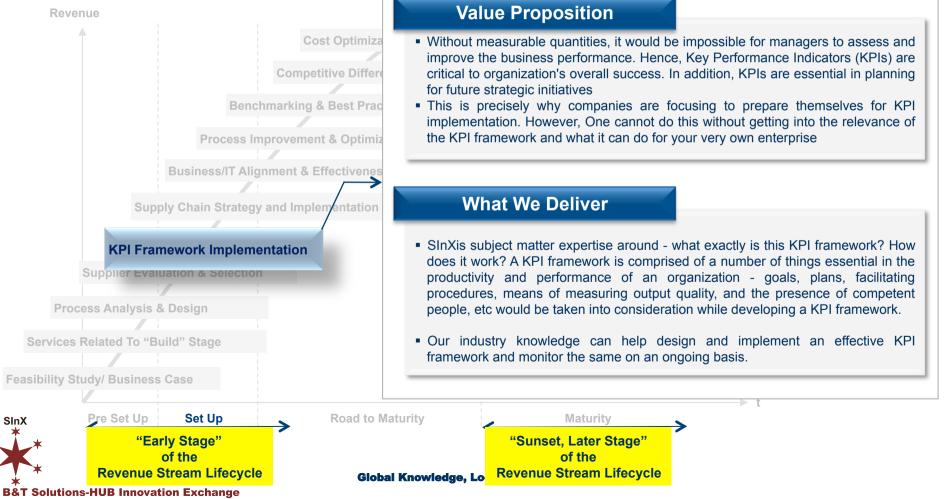
What We Deliver

- Prepare a business case for supplier evaluation; where to start; what to measure; how to develop an evaluation process; strategies and approaches to supplier evaluation; and how to get from performance measurement to performance improvement
- Categorize the supply base to determine which suppliers to focus performance measurement on and what types of performance measurement is appropriate for different categories of suppliers
- Recommend how to move from evaluation to action and suggest supplier development approaches with examples of successful productive measurement strategies
- Illustrate different approaches to understand return on investment and positioning strategies for supplier evaluation to get management support for the process

"Sunset, Later Stage" of the Revenue Stream Lifecycle



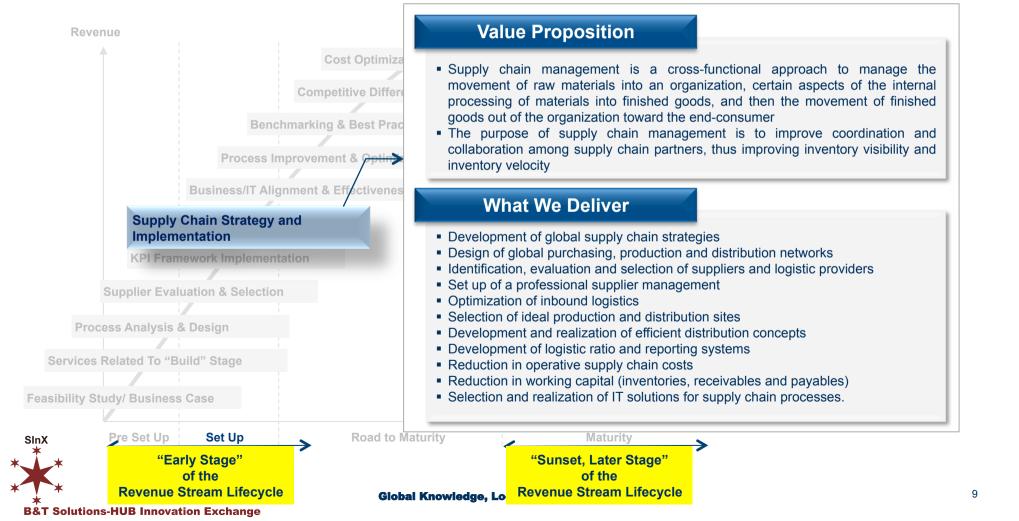
As a revenue stream develops on the maturity curve, KPI and Balanced Scorecard implementation play a definitive role in managing and controlling performance



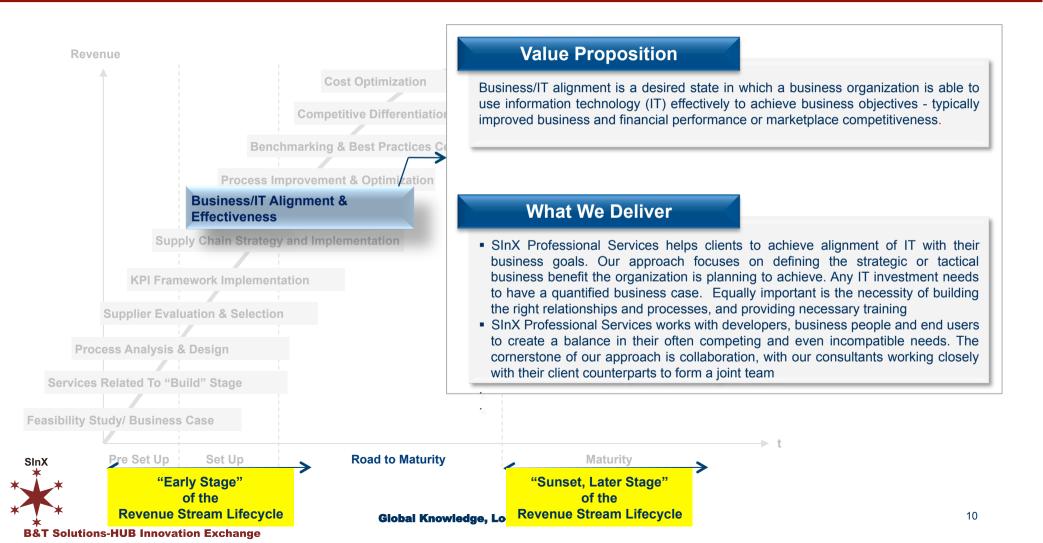


SInX

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

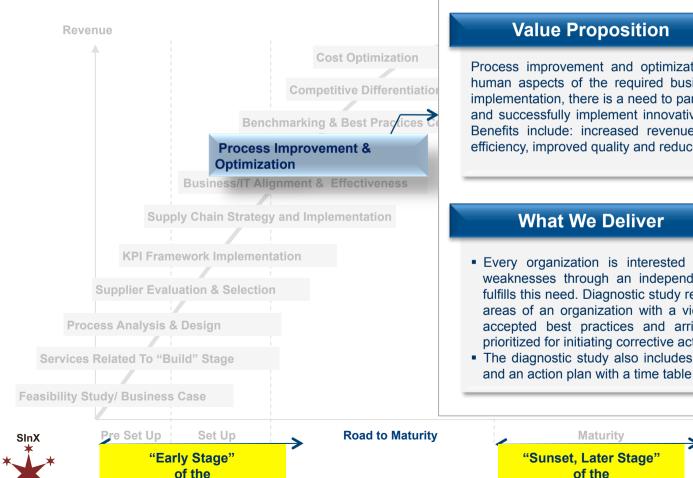


IT infrastructure and solutions are essential to ensure operational effectivity



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

Global Knowledge, Lo



Revenue Stream Lifecycle

B&T Solutions-HUB Innovation Exchange

Process improvement and optimization focuses on the functional, technical and human aspects of the required business change. From upfront visioning to final implementation, there is a need to partner with client organization to identify, develop and successfully implement innovative processes and business systems solutions. Benefits include: increased revenue and speed to market, enhanced operating efficiency, improved quality and reduced costs.

- Every organization is interested in getting a fair view of its strengths and weaknesses through an independent assessment process. A diagnostic study fulfills this need. Diagnostic study refers to a detailed review of various operational areas of an organization with a view to benchmark them against internationally accepted best practices and arriving at areas of concern. These are then prioritized for initiating corrective actions.
- The diagnostic study also includes identification of appropriate corrective actions and an action plan with a time table and responsibility matrix.

of the **Revenue Stream Lifecycle**

...under the back drop of industry specific benchmarks



Value Proposition

- Looking both inside and outside one's industry to identify quantitative benchmarks and qualitative best practices is a key to developing creative insights and innovative problem solving
- Senior executives, front-line managers, market researchers, corporate librarians, project leaders and busy professionals across functions can use this valuable insights for decision making, problem solving and strategic planning

What We Deliver

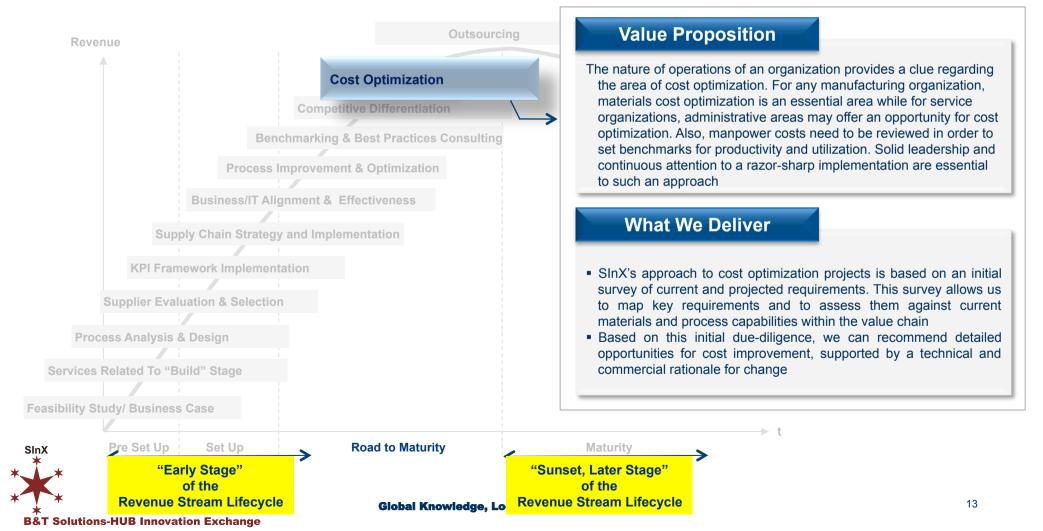
- SInX's in-depth benchmarking reports contain detailed analysis, findings and insights from primary and secondary research studies probing today's most pressing business challenges
- Benchmarking reports contain critical performance metrics, process insights and best practices from leading companies and government agencies throughout the global economy.
- Reports probe topics across Sales and Marketing, Customer Service, Supply Chain, Human Resources, Business Operations, New Product Development and Launch, and Knowledge Management

Global Knowledge, Lo

"Sunset, Later Stage" of the **Revenue Stream Lifecycle**

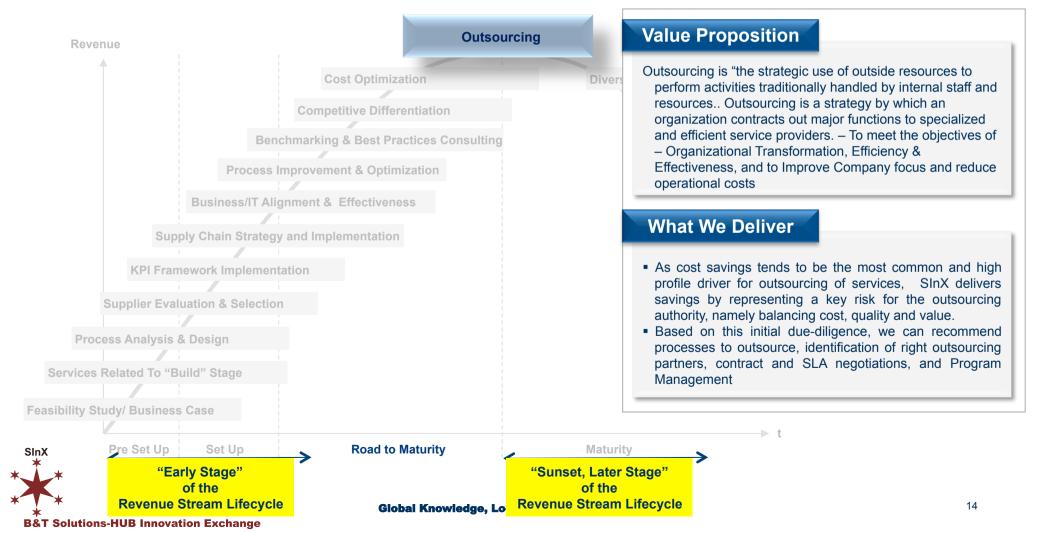
Maturity

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



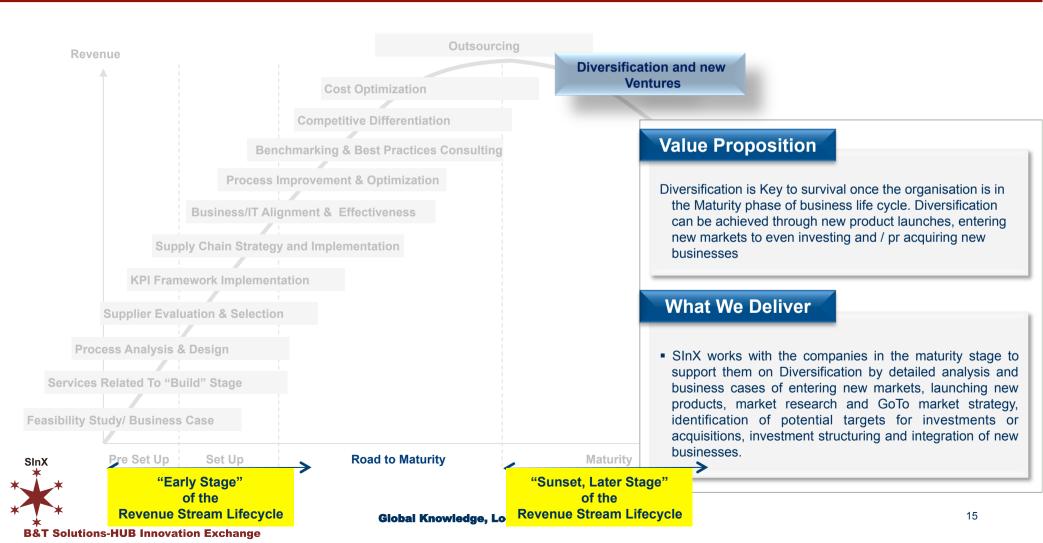


... by effectively outsourcing non-core activities / processes



SInX

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 | Set-up Set-up | | Maturity | |
|---|--|--|--|--|
| "Early Stage in | the Revenue Lifecycle" | | "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 | | | | |

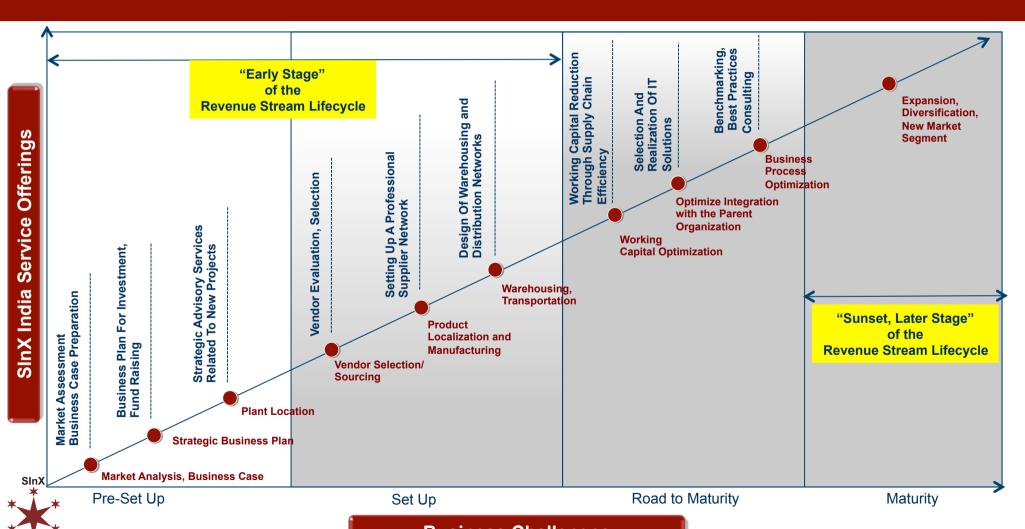


The "SInX WAY":

Representative samples across industry segments Manufacturing, Infrastructure, Telecom, Energy

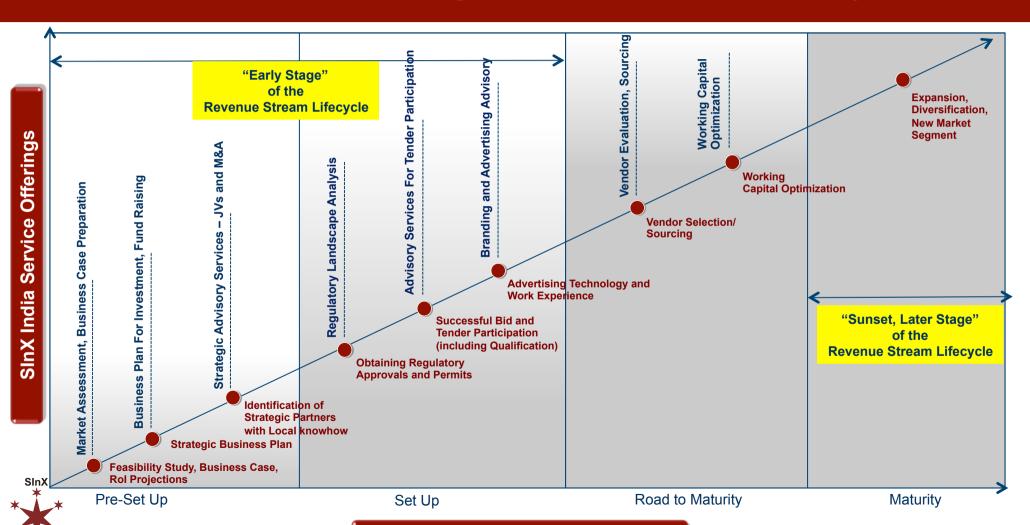


SInX Professional Services Offerings for the Manufacturing Industry

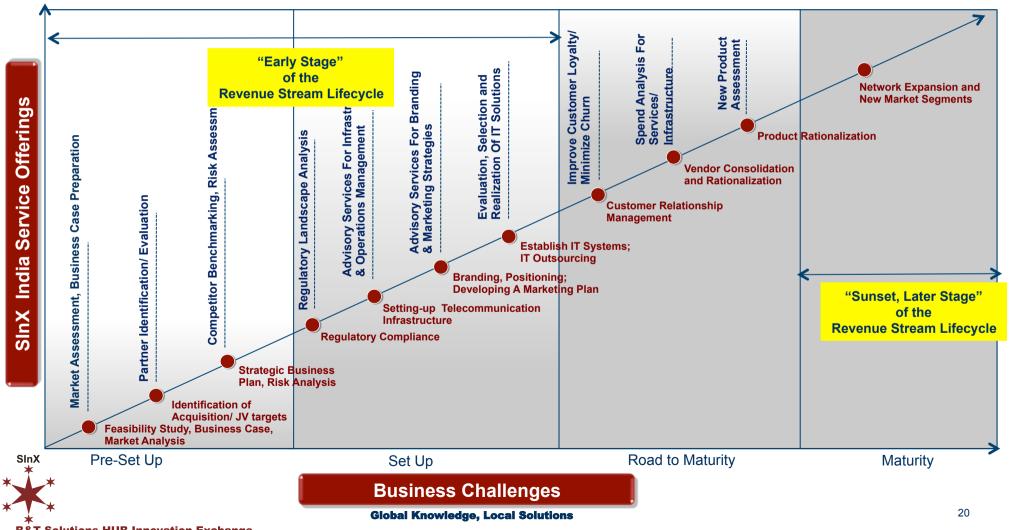


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SInX Professional Services Offerings for the Infrastructure Industry



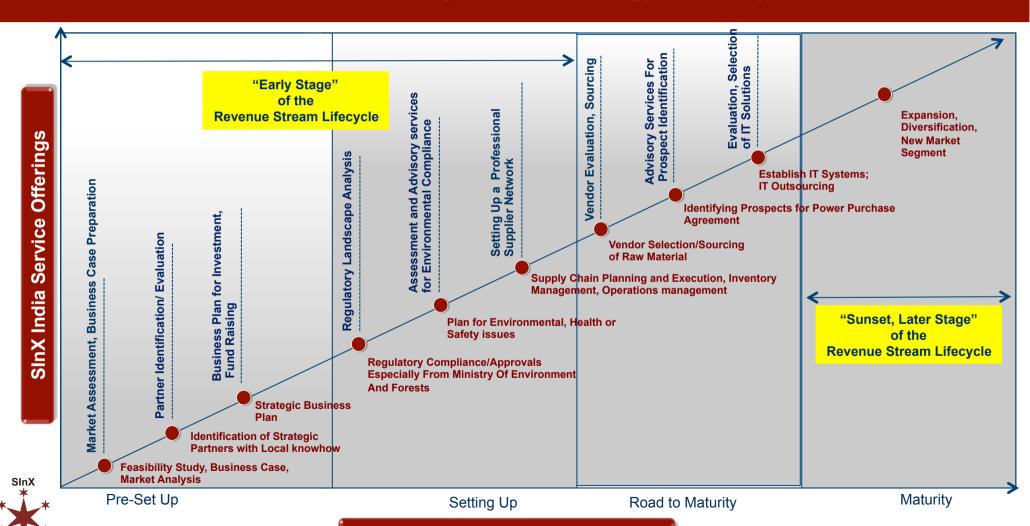
SInX Professional Services Offerings for the Telecom Industry





SInX Professional Services Offerings for the Energy Industry

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",SInX" the ",Business & Technology Solutions-HUB Innovation Exchange"

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

Opening Remarks:

"Revenue Streams" are the <u>operational units</u> of "Business Entities", "Processes" are the <u>work horses</u> and "Resources" with defined roles and responsibilities are their <u>driving forces</u>.

About "SInX":

The "SInX WAY" is a <u>validated process</u> for accelerating the creation and / or expansion of local / regional / national / international "Revenue Streams" for established and newly developed <u>Technologies</u> / <u>Solutions</u> / <u>Processes</u> / <u>Processes</u> / <u>Services</u> (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.

<u>Four</u> core "SInx Communities", i.e. Partner Community (Providers of TSPPS), Member Community (Users of TSPPS), Multidiciplinary 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.