

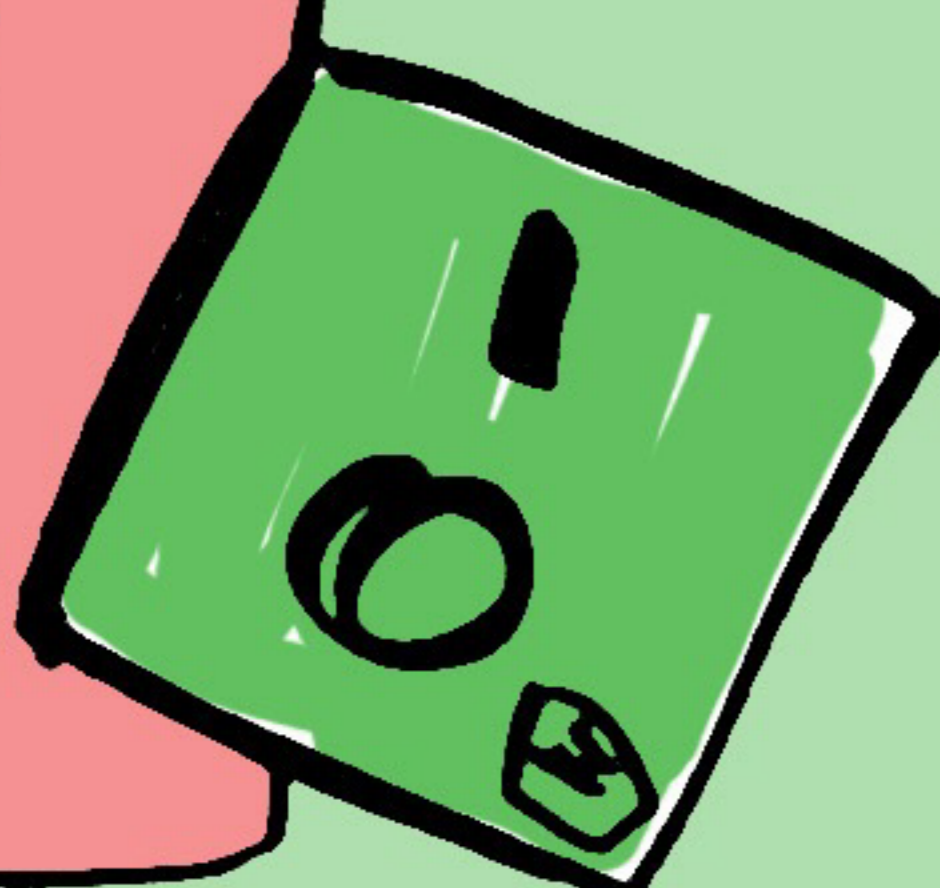
IAN

WATT

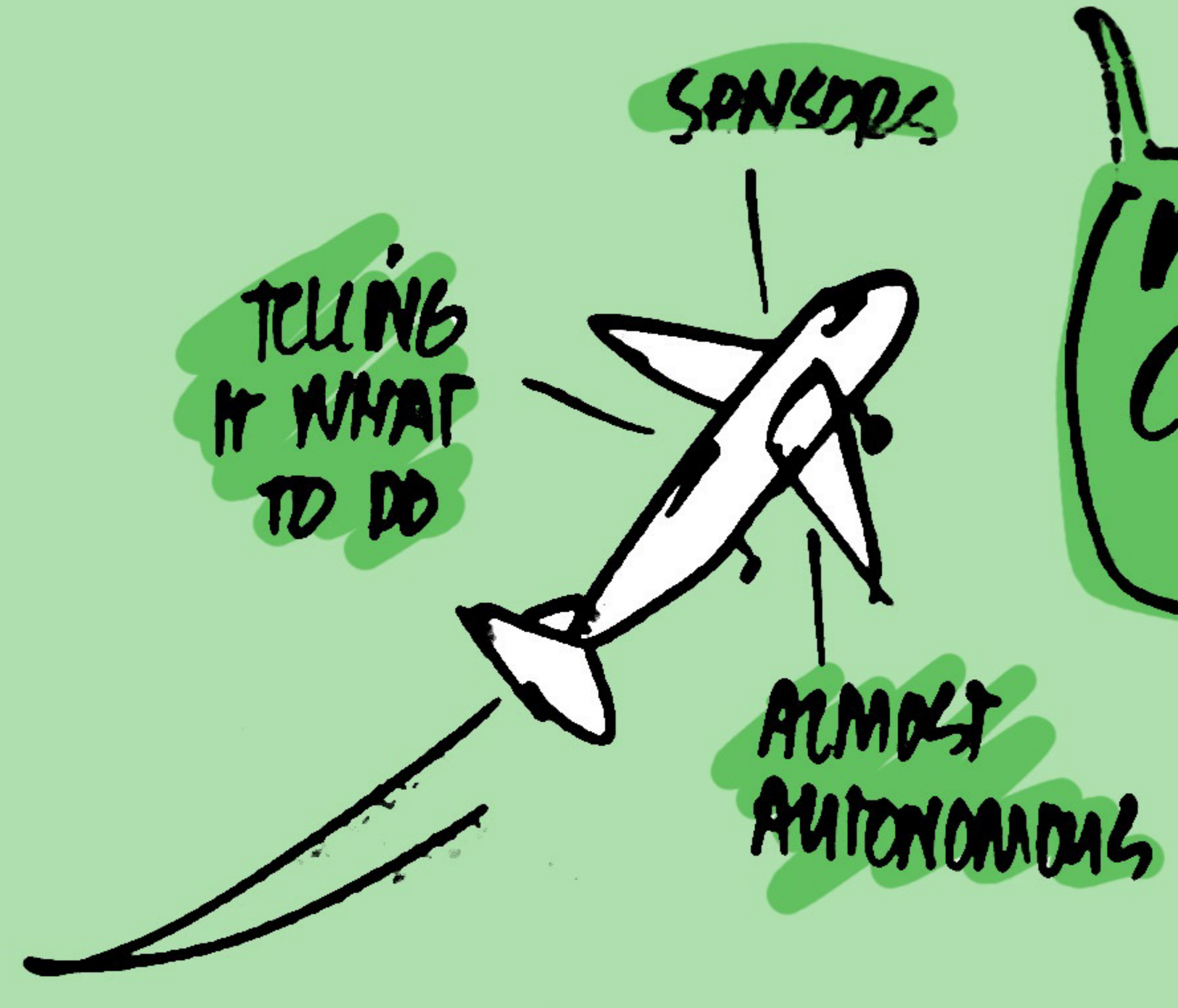
INEIGHT

USING
A VISUAL MODEL
IS KEY TO OUR
THINKING

WE ARE A
SOFTWARE
COMPANY



ATYPICAL-FOCUSED
ON CUSTOMERS &
WHAT THEY NEED
TO DO WHAT
THEY DO IN AN
INTEGRATED WAY



FOCUS ON ELEGANCE

DELIVERING THE
COMPLEX SIMPLY &
EFFICIENTLY

80% OF OUTCOMES ARE
CREATED BY 20%

WE FLIP THIS TO
ENSURE WE HAVE
MAXIMUM IMPACT



TECH MATURITY CURVE

3 PHASES

1. STANDARDISE

- NAMING CONVENTIONS
- PROCESSES
- THE 20%

2. DIGITISE

- HAVE SINGLE SOURCE OF TRUTH
- EMBED BY CULTURE
- GATHER THE DATA
- HAPPENS BY ITERATION

3. COLLABORATE & SHARE

- LINKED TO DIGITAL MODEL

WE FOCUS ON
CAPITAL
PROJECTS

DISCONNECTED SYSTEMS ARE THE PROBLEM



140 R&D STAFF

OPEN

STATE OF
THE ART

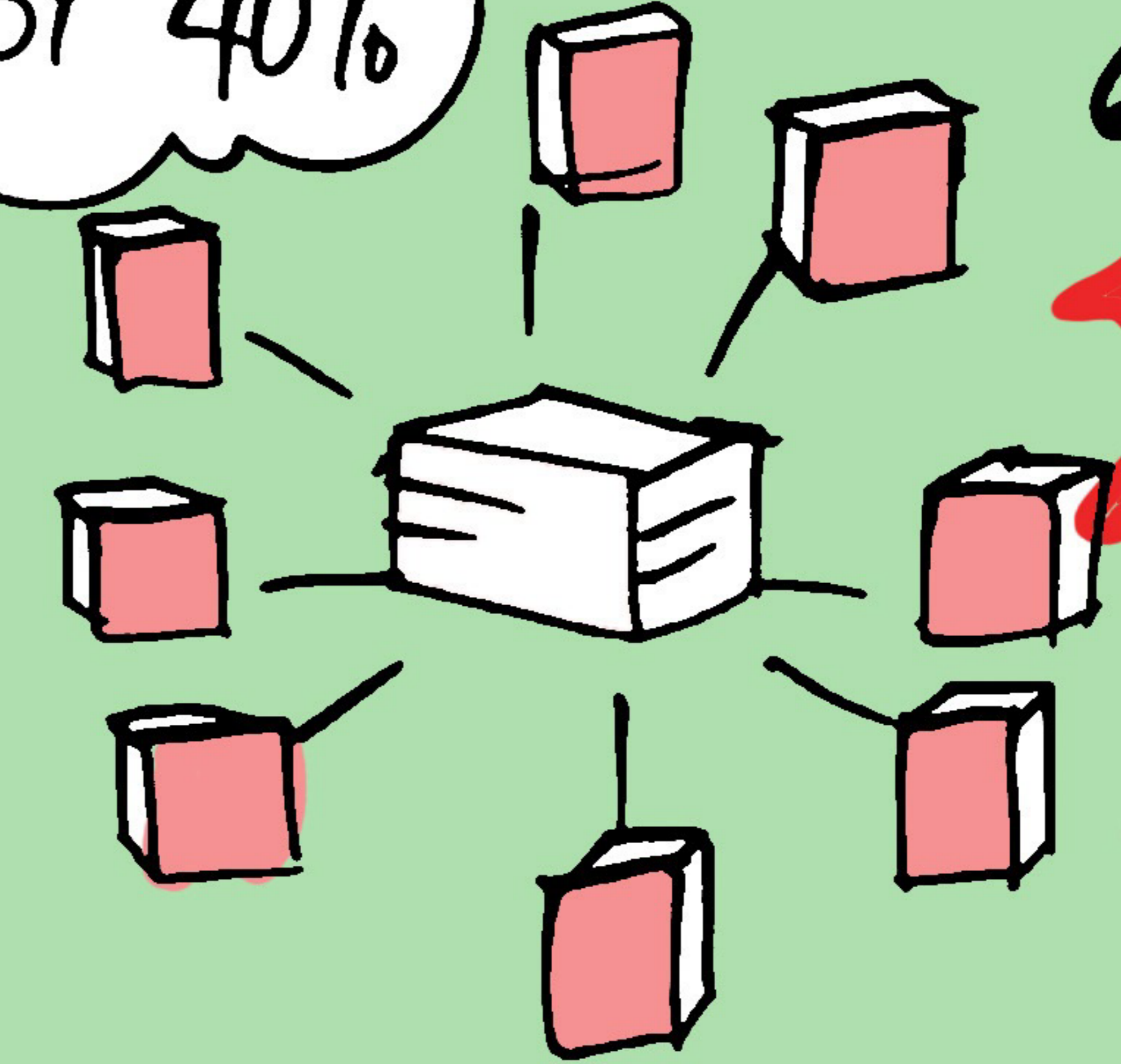
PLUG &
PLAY

CONNECTED



- FASTER PROCESSING TIME
- MORE ACCURATE DECISIONS

6mill x \$8
REDUCED
BY 40%



“DELIVERING PROJECT CERTAINTY”