



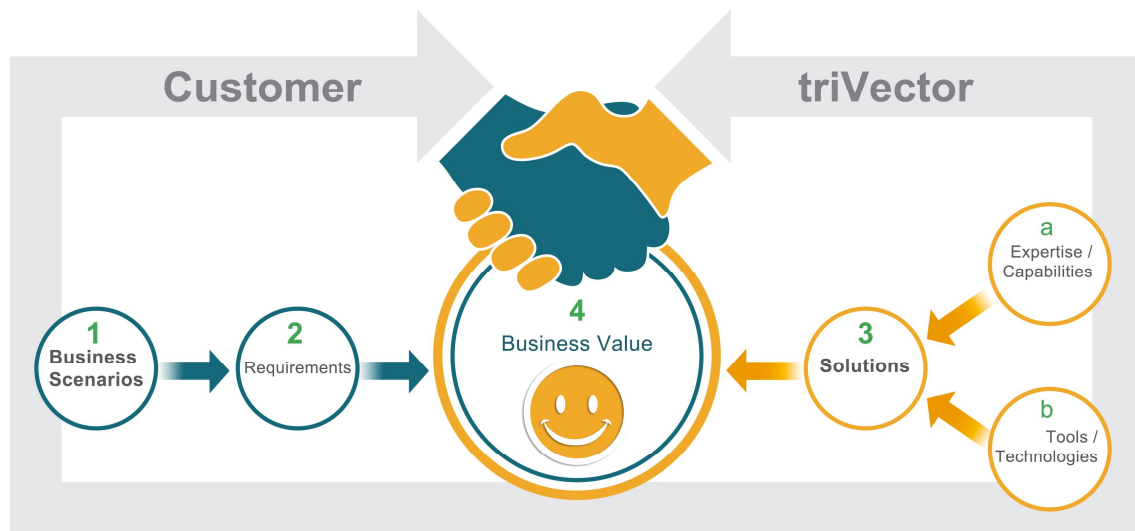
Our Focus

triVector assists customers to achieve their business objectives by addressing challenges and solving problems through developing and maximising synergies between processes, systems and people. We are dedicated to create real business value by enabling our customers' business strategies.

Combining years of experience, specialised capabilities and appropriate technologies, we incorporate business process management (BPM) principles and develop solutions that add significant value to our customers' business.

Our approach, which is in line with Forrester's explanation of BPM, is defined as a management approach that supports organisational change, value optimisation and ongoing performance improvement. It includes a wide range of improvement methods, such as Lean, Six Sigma and customer-centric methodologies as well as the application of various techniques and technologies. This enables alignment with the enterprise architecture and contributes towards the implementation of an evolving business strategy to realise value propositions and sharpen the competitive edge.

What does this mean for your business?



The diagram depicts the Business Value created for customers when triVector's customised solutions meet customers' specific requirements. The various components are defined as follows:

1. Business Scenarios

Customers across industries have various business scenarios that change as businesses develop and mature over time. For example, customers' strategies could include the generation of business value through product leadership, operational excellence or building and strengthening customer relationships. Value could also be created through a one-time event such as a merger, an acquisition, business transformation or technology enablement. Furthermore, customers' growth tactics may



include replication or leveraging economies of scale and improved coordination. In some instances, customers may have to ensure compliance to either legal or quality regulations, or both, as a prerequisite to generating value and growing the business. These scenarios often hold inherent problems and challenges.

2. Requirements

Emerging from the business scenarios, triVector works with customers to define specific requirements to be addressed. Typically, these could include the need for the standardisation of processes, the improvement of effectiveness and efficiency as well as process integration and quality enhancement. Furthermore, business agility and the visibility of information that allows for improved decision-making, are increasingly prominent. Requirements related to other areas such as risk, compliance and customer satisfaction also need to be considered. All-encompassing is the requirement to align business, technology and all other operational components through Enterprise Architecture.

3. Solutions

Addressing these specific requirements, through the development and implementation of appropriate solutions, is where triVector makes a difference.

triVector's solutions include but are not limited to the management of end-to-end processes to achieve standardisation, integration and the control of variations. Related to these is the development of performance dashboards that enable process intelligence, allowing improved decision-making. Furthermore, the development of applications for the automation of processes as well as solutions that improve customer satisfaction are directly impacting business performance.

In developing triVector's solutions, we combine our Expertise and Capabilities with appropriate Tools and Technologies.

- a) **Expertise and Capabilities** include but are not limited to Business Analysis, Enterprise Architecture Development, Business Rules Management, Change Management and Project Management.
- b) **Tools and Technologies** include but are not limited to Business Analysis and Business Intelligence Tools, Dashboards, Business Process Management Systems (BPMS) and Business Rules Engines.

4. Business Value

The successful implementation of triVector's solutions effects real business value for customers. Among other, these include increased revenue and reduced costs, legal or quality compliance, improved productivity and performance, sustainability and customer satisfaction as well as continuous improvement.

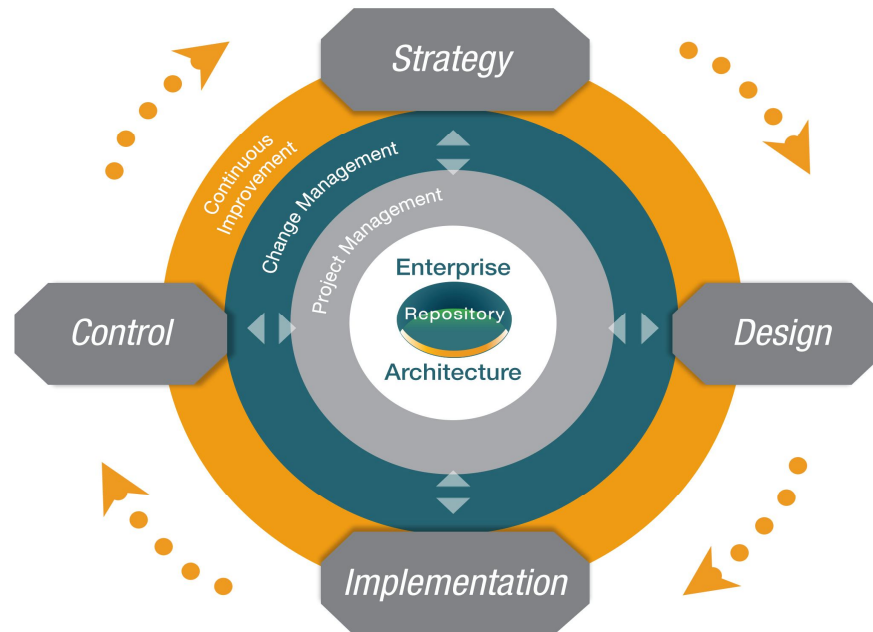
Leveraging the synergies between processes, systems and people, triVector provides certainty and enables customers to improve performance and financial results while enhancing convenience and agility.



Proven Methodology

triVector follows a proven, systematic approach in which we define the strategy that leads to design, implementation and control.

The supporting disciplines applied contribute towards successful outcomes and include a repository based approach, enterprise architecture principles, project management, change management and continuous improvement.



Extended Value Offered

In addition to creating business value for our customers, triVector:

- Becomes an extension of our customers' business. We provide solutions on a consultancy and project basis, working alongside our customers, on-site at the customers' premises.
- Provides on-the-job knowledge transfer for customers' employees who are responsible for the sustainability of projects.
- Offers a total solution, allowing niche services that might be part of extended customer engagements.

In the South African context, triVector is certified as a Level Two (2) Broad-based Black Economic Empowered (B-BBEE) enterprise, with 51% black ownership. This certification, achieved in June 2015 represents not only a significant milestone for triVector but also specific procurement benefits for our customers.



Our Track Record

Industries	Customers
Utilities	  
Financial / Banking	          
Professional Services	
Oil & Gas / Petroleum	 
Mining	    
Food & Beverages	    
Fast Moving Consumer Goods / Retail	  
Manufacturing	
Transport	 
Telecommunications	    
Government	   