KTP LMC07

Partnership Facilitator Report

Alex Cother – Director, Drax (UK) Ltd

17th June 2019

**Progress since last report**

With a finished product now very firmly in sight, we are delighted with the outcome both in terms of the realisation of the original concept but also in seeing how Usman has progressed over the past two years. It was understood from the outset that the flow of knowledge should be two way and it is clear that this has occurred especially now we have recruited two full time software developers, to whom Usman has passed on a huge amount of knowledge whilst helping him grow in confidence, organisational abilities and team working. So much so, that he would be a valued asset in any software orientated business.

Launch plans for the product, now named SafeVue, are well underway with literature being produced and a promotional campaign to support our marketing activities under preparation. I am confident that the feature set, functionality and appearance of the resulting product will prove popular with existing and new customers alike.

Initially, we are targeting existing users of AMX, offering them an upgrade path and then end users who have a strong desire to remain/improve compliance. Our goal is to recruit ‘early adopters’ with the view to develop case histories showing the benefits delivered.

We have devised a costing model that allows us to achieve our objective of transitioning the sale of our software products to a recurring revenue structure.

**Summary**

Having carried out a review of the success of the KTP from both perspectives with Usman, it is clear that both parties have received much more than we would have reasonably expected when setting out.

On reflection, we believe that the reason for this was a willingness by Usman to integrate fully into the business, as if he were an employee, and the opportunities that we gave for him to experience in talking directly to end users, suppliers and colleagues from other departments.

I think that we were very fortunate to have been able to fulfil our individual needs of the project and as a result, moved the business’ opportunities onto another level.

KTP has been genuinely transformative for Drax and provided a very positive outlook with a platform that will allow us to position ourselves as leaders in compliance management.

A drawing of a person

Description generated with high confidence

Alex Cother