

**OPERATIONAL EXCELLENCE  
PERFORMANCE ENHANCER**

**MARKET  
OPPORTUNITY**

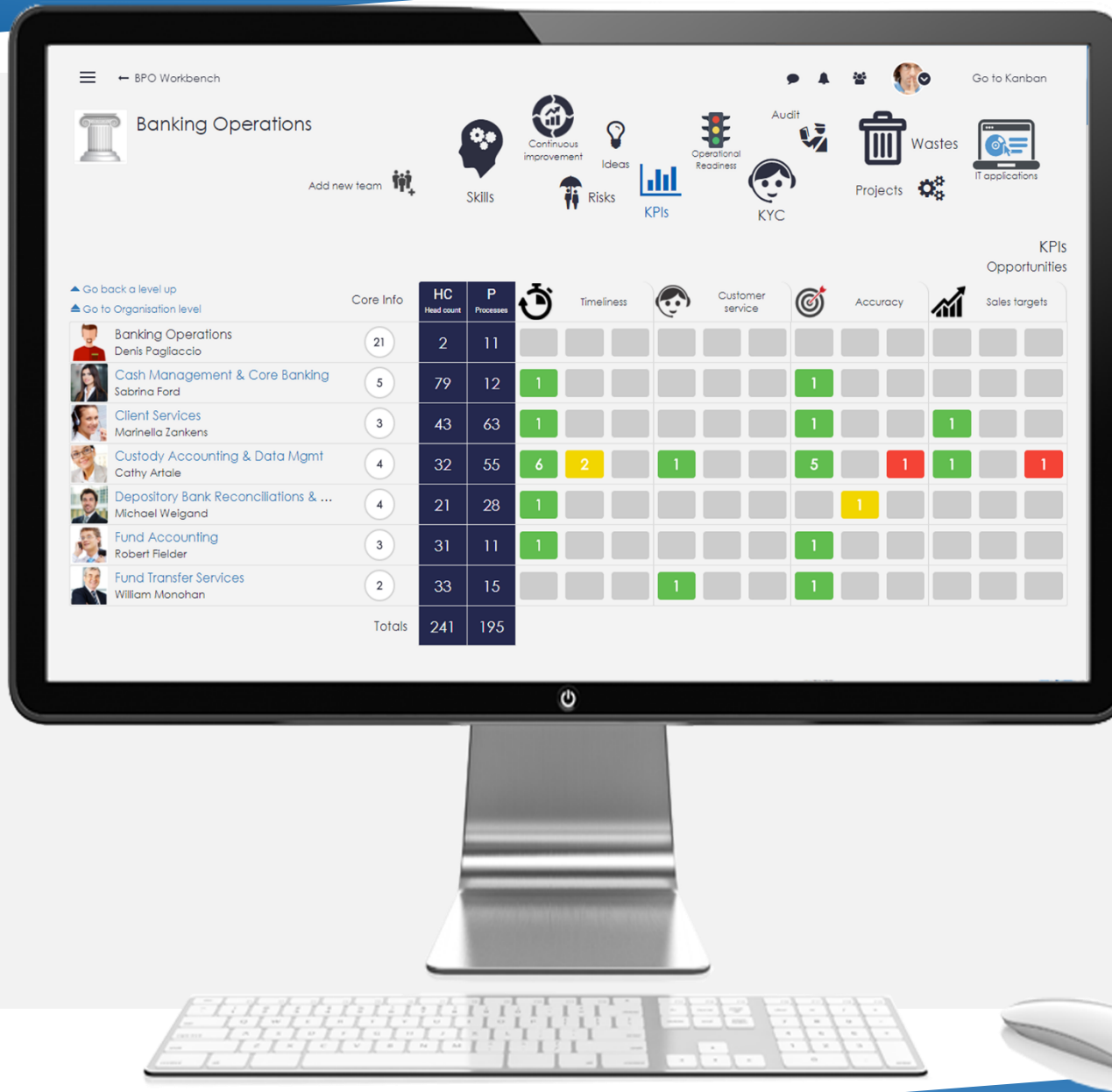
One accurate  
measurement

is worth  
a thousand  
expert opinions



**SUPER DASHBOARD**

KPIs  
Risk  
Waste  
Skills  
Readiness  
& much more

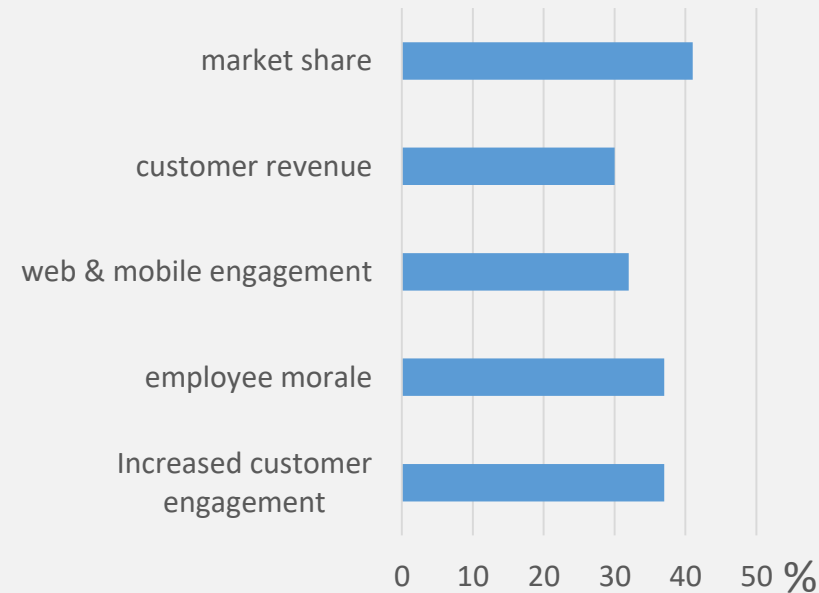


# THE MARKET OPPORTUNITY

- Operational excellence integrated with Lean management principles is beginning to play the leading element in most of the large-scale digital transformation endeavors
- Lean six sigma & Lean methodologies are increasingly being used across nearly every industry
- *Continuous Improvement Manager* was ranked #28 in CNN Money's 2017 100 best jobs in America with a 7% forecasted 10-year job growth rate
- By the end of 2017, two-thirds of Global 2000 companies will have digital transformation at the center of their corporate strategy.
- Only 10% of companies currently describe themselves as fully digital while 47% haven't begun their digital transformation journey
- It is estimated that more than 1/3 of US corporate organisations are in the process of abandoning their traditional annual appraisal process for a more real-time, feedback oriented system (Harvard Business Review)

## Benefits accrued from digital transformation efforts

(% of engaged companies reporting immediate improvements by benefit type)



# THE MARKET OPPORTUNITY

**As organisations transition to global business services operating models, problem solving know-how is often lost due to inefficient cross border interactions & touch points**

- Growing need for a centralised databank of business process management best practices authorizing subject matter experts to actively improve their processes
- Growing need to create a work environment of ongoing performance-related feedback to accelerate the elimination of knowledge gaps & personal growth
- Growing need to manage change by creating a resilient and flexible organisation thru cross-training activities
- Growing need to install a sense of ownership, sense of urgency & sense of purpose at the junior level
- Growing need to have increased transparency and enhanced collaboration across business verticals
- Growing need to be more precise about roles, responsibilities, & expectations from personnel



# THE MARKET OPPORTUNITY



Financial services  
& legal



Retail



Utilities & Telecom



Life science &  
healthcare



Entertainment, media  
& publishing



Manufacturing



Energy & chemicals



Software & hi-tech

Shop floor  
management

## Business Process Management

- Customer support
- Finance & accounting
- Transaction management
- Tax preparation
- Web design
- Computer programming
- Data entry
- Healthcare administration
- Procurement services
- Human resource administration
- Billing & payments
- Distribution logistics

## Knowledge & Legal Process Management

- Equity & market research
- Research & development
- Creative services
- Engineering
- Due diligence
- Administration
- Draft preparation
- Privacy controls



# ABOUT TOPP TI

- 8 active partners / 13 total (from 2 in 2015)
- Target market has expanded into multiple sectors (e.g. manufacturing - originally financial services only)
- 7 clients acquired to date
- IT service support agreement in place with Cerulean Infotech, India-based IT service provider with 70+ supporting staff
- Product expansion decision made to offer new functionality in areas of change management, ISO 9001, operational Readiness management for manufacturing & Lean Six Sigma belt certification
- Partnership with International Hellenic University in Erasmus MBA Sponsorship



# THE PRESTO ADVANTAGE

- Quick to learn, easy to use
- Comprehensive functionality
- Readily deployable & off the shelf
- Integrates easily with existing business processes and applications
- Applicable to all sizes of organizations
- Modular (start small & grow)

## The Solution



# THE PRESTO ADVANTAGE

- High levels of margins
- Stable source of revenue
- Plays an integral part in your comprehensive solutions offerings
- Allows you to increase sales vertically within your current client portfolio
- Allows you to expand/diversify your current client portfolio
- Sticky technology – ties your clients more closely to you



## The Reseller

Additional  
consultation opportunities

- ✓ Cross-selling
- ✓ Needs analysis
- ✓ Deployment support
- ✓ Implementation support
- ✓ Integration support
- ✓ Customization & reporting
- ✓ Training support





# THE PRESTO ADVANTAGE

- Fast return on investment
- Increase in productivity
- Reduction of operational costs
- Reduction of operational risks
- Increased employee morale
- Increased level of skill sets throughout the organization
- Faster decision making
- Secure, encrypted repository for private information
- Easy to access information both on and off site
- Does not require large system integration investments
- Affordable

The Client



# RESELLER PROGRAMS

- Referral
- Authorised reseller
- Master distributor
- Opportunity for exclusivity in your region



# MUTUAL CONTRIBUTIONS

## The Reseller

- Aggressive & proactive sales approach
- Dedication & commitment
- Active branding & market presence
- Optimum customer service & support to clients



## From TOPP TI



### SALES SUPPORT

Joint sales calls, presentations, demos, training, quick quote tools, competitive positioning, messaging, and more



### MARKETING SUPPORT

Quick-start guide, digital collateral, market information, newsletter, webinars, etc.



### TECH & PROJECT SUPPORT

- Setup training
- Expert only technical support
- Co-development of customizations & Integration development assistance
- Remote problem solving consultancy from Lean Six Sigma experts



# WHY TOPP AS YOUR PARTNER

- Stable, privately owned
- Able to react to market conditions quickly and effectively
- Client-centric & focused on the channel
- Market is not oversaturated with vendors (you will not compete in your backyard)





**TOPP Tactical Intelligence, Ltd.**

27 Old Gloucester Street, London  
WC1N 3AX

+39 351 221 4087

[www.toppti.com](http://www.toppti.com)

[info@toppti.com](mailto:info@toppti.com)



# The Lean Six Sigma **SKILLS MATRIX** is now digital

Grow your team by capitalising on their complementary skills sets using **PRESTO**, the easy-to-use, one-of-a-kind, Lean Six Sigma talent management software

- Feedback oriented
- Continuous & accelerated growth
- High performance focused
- AND in real time !!



SAY **NO** TO ANNUAL VALUATIONS !  
SAY **YES** TO HIGH PERFORMANCE !

First created and tested with great success in a multinational depository bank in Italy

