

# Accelerate Success through **Digital** **Transformation**

Digital transformation helps create new possibilities for your organization to reimagine how your business is run and adapt to new market realities. It helps organizations keep up with emerging customer demands, changing market dynamics, and competitive challenges therefore, survive in the face of the future and accelerate growth.

The challenge now is to adapt change to match the accelerated cadence of business while keeping customers, employees, and partners satisfied in real-time.

# Consider these facts and challenges:



**84** percent of companies fail in their digital transformation initiatives



Those with digital add-ons to their value chain often struggle with scalability and budget overruns – mainly due to **improper business design**



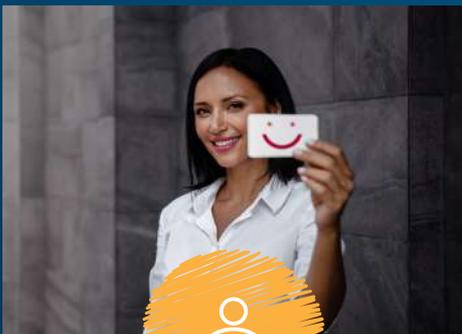
Many companies spend **70-80** percent of their budget managing legacy applications that don't meet business needs



Those who focus only on digitalizing their customer touchpoints often lose focus on the entire **customer lifecycle**

As digital business models overtake all industries and the internet-of-everything connects and transforms the way we do business, it's vital that your enterprise falls into the 16 percent of those that have overcome these challenges, and made a successful digital transformation.

**Digital business needs new KPIs which can help drive business strategy and provide a distinct competitive edge.**



Transform  
Customer Experience



How do you  
Transform / Optimize  
Operational Process,  
Operational Efficiencies

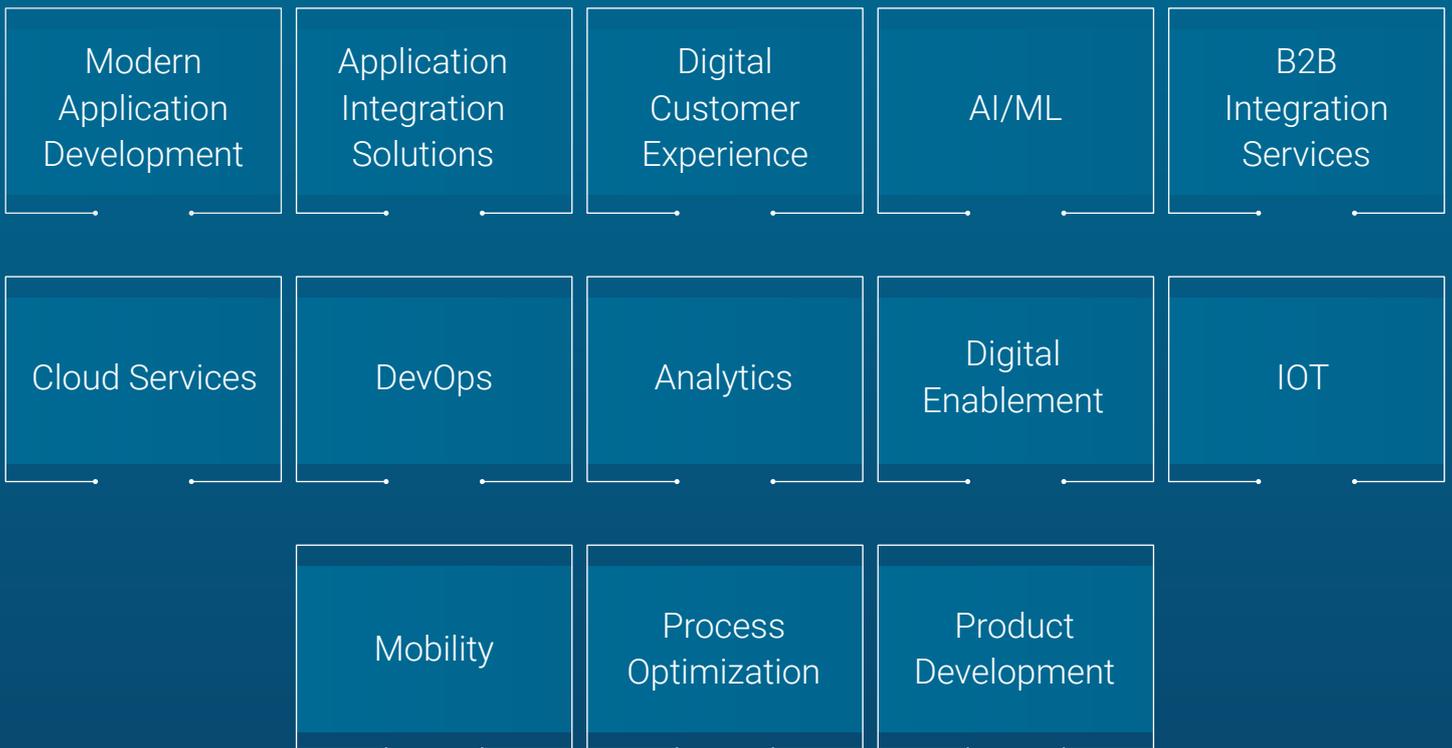


How do you Transform  
Business Models

# Harness the power of Digital for **rapid digital success**

Quinnox provides the right digital capabilities and strategies with actual business value in mind enhancing the employee, partner, and customer experiences. It integrates digital solutions into all required business areas to deliver the value, insights, and intelligence your businesses need in real-time to reimagine growth.

## Unleash the full potential of your business with our **Digital Business Services and Solutions**



## Build superior experiences with Platforms



Forrester recognized Quinnox as a **“Strong Performer”** in Modern Application Development Services with Highest Ratings in accelerators, IP, Innovation Roadmap and Partner ecosystem.

**FORRESTER**

## As architects of digital acceleration, we've delivered success and business value at speed and scale.

Enabled digital transformation for one of the largest rural retailers in the US that helped in adding **19M** new customers in **2 years** through new digital channels

Garnered **76% savings** in cost & **89% reduction** in efforts through our platform strategy for a leading challenger bank

**70% reduction** in operational cost & **2x increase** in speed to market through platform consolidation, transformation & migration for the world's largest beverage company

Created an award-winning Omni-Channel Solution that was adopted by all North American stores in record-breaking time that led to **93%** adoption rate in **under 60 days** with **\$9M** incremental revenue & **\$288K** operating cost reduction



### Client Testimonials

“

In Quinnox, we have a strong and capable partner that is very flexible and able to meet the demands of the business at pace. They are a key scale partner as we look to deliver enhanced cloud services for our clients as well as driving operational effectiveness across the bank.

CTO, Leading Challenger Bank

“

Talk about a true PARTNER when it comes to understanding the pressure of an operation, the impact to our results and the criticality of delivering consistently reliable systems. It comes with frequent communication, a willingness to engage early and a belief that we can always make things better

Vice President, Leading Insurance Provider

# Our Digital Business Services will drive your digital transformation

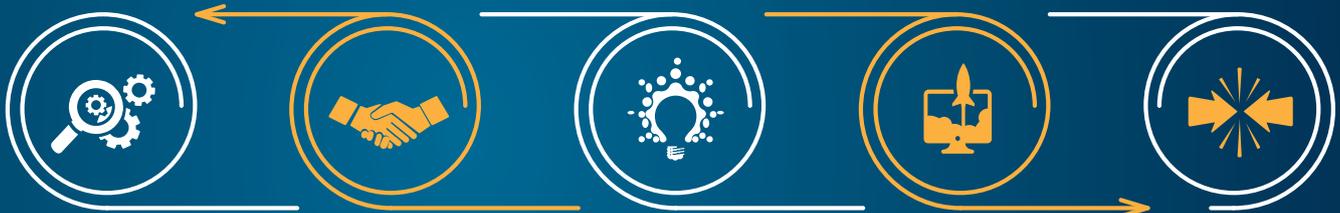
So, what exactly are the typical business outcomes from this reimagined approach toward digitalization? Simply put, the potential performance advantages are significant, and include

## Stronger collaborative teams

marketing, sales, customer service, IT, as well as vendors and partners work together better and more efficiently

## Greater agility

to respond to changing customer preferences and the digital landscape with a 2020 digital roadmap



## Revalidated or new business priorities

for a clear vision executed through digital champions and strategic partnerships, leading to new revenue

## Robust idea generation (POC to MVP)

to leverage an innovation platform that converts proof of concepts to minimal viable products faster

## Integrated digital transformation

to transform both internal operations and your external customer value proposition in tandem

## And help you re-imagine your operating model

There is a direct correlation between your customer value proposition and your operating model. How and how much you transform the way you operate across your customer lifecycle and your value chain decide the efficiencies and productivity gains you will accomplish.



Build Digital capabilities if there aren't any



Play to your strengths of information and relationships across your value network



Digitize and optimize all customer touch points in your value chain that impact customer engagement



Quinnox is an AGILE technology-driven business services enablement partner to forward-thinking enterprises. We drive digital business value, enable industry platforms and solutions, and simplify business processes. Quinnox has engaged in several major verticals, with expert teams that have highly specialized industry experience in financial services, manufacturing, and retail and consumer goods. As a midsize company, we focus on helping customers benefit and gain a competitive advantage from our unwavering commitment to customer centricity.

For more information, visit [www.quinnox.com](http://www.quinnox.com).