

**HELPING YOU CREATE A BUSINESS ROADMAP FOR SUCCESS**

**FOCUSED**

**RELIABLE**



**The  
Business Navigation  
Specialists™**

**EXPERIENCED**

**CREATIVE**

**CONSULTING SERVICES**

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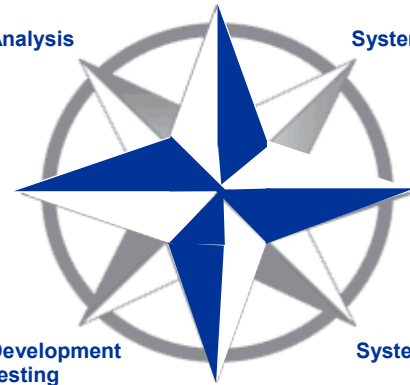
## FINANCIAL SUPPLY CHAIN SOLUTIONS

### Services

- International Trade Payments
- Manufacturing/Distribution/Retail Supply Chain Payments
- Oil and Gas Industry Payments
- Government to Business or Business to Business Payments (G2B or B2B)
- Government to Consumer Payments (G2C)
- Business to Consumer Payments (B2C)

Systems Analysis

Systems Design



Systems Development & Testing

Systems Integration

*Xalles has a core competence in designing and implementing financial supply chain (FSC) systems across commercial and government organizations. Our key objective is to help our clients reduce costs, improve visibility and increase accountability for each participating department within the FSC process lifecycle. We design and develop end-to-end solutions that simplify complex trading and payment transactions by automating the processes, whenever possible, and by resolving disputes in advance based on best practices implemented through business rules.*

### The Need

Many financial institutions are looking for ways to improve their B2B payment systems and offerings. As the financial services industry continues to embrace new technology and competition becomes increasingly fierce, companies continue to seek new ways to leverage their existing infrastructure to expand their revenue streams. Banks and other payment service companies need to create new business models that are value added to their customers, feasible, scalable and sustainable.

Currently, businesses and government organizations trade with each other without having the ability to effectively manage their financial supply chains. While there has been much progress in the last 40 years to reduce transit times, inventory levels and improve visibility in the physical supply chain, there has been very little innovation in terms of management tools for the financial supply chain (FSC). The FSC market opportunities available today to companies that can redesign how people, process and technology are integrated into a seamless system are tremendous.

### The Method

Xalles can provide your firm with a complete Systems Development Lifecycle service. This service can combine our Financial Supply Chain service with our Systems Implementation and Business Design Services, which gives your business the power to design, develop and successfully launch an innovative payment service for your organization and your customers.

### How are we different?

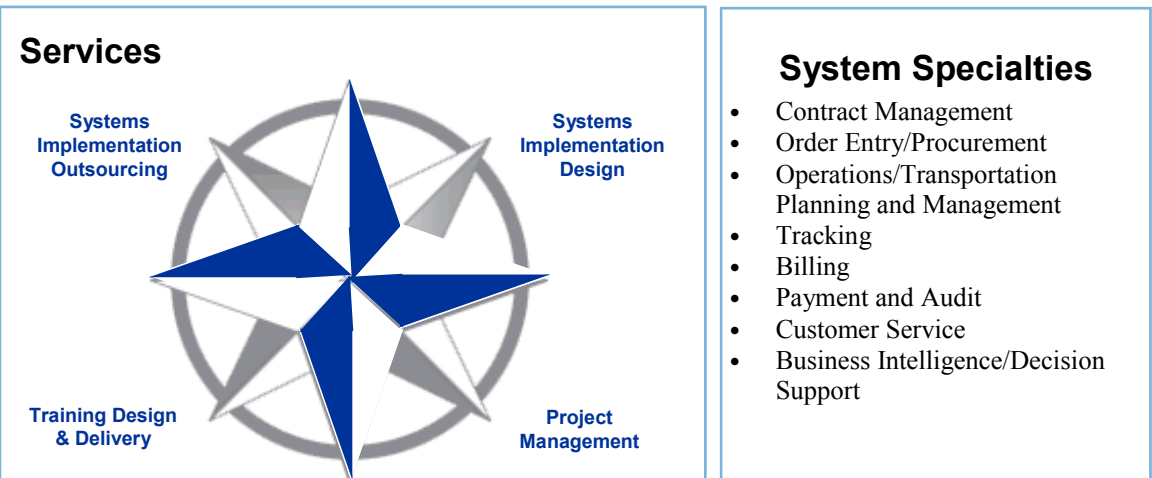
- A) We do not favor any particular software or hardware brands so we stay completely impartial when we look at a client's problem. We are very objective and able to act in our client's best interest whether that means helping them enhance existing systems, or create a solution based on one of our own innovative designs.
- B) All of our consultants have at least 10 years of relevant consulting experience in this industry.
- C) Our solution development methodology is based on integrative thinking. We employ rapid prototyping, creative innovation techniques and combine this with the core elements of proven SDLC methodologies.
- D) We try to leverage our client's existing infrastructure and inherent strengths, whenever possible, as part of our solution development to save costs, gain speed to market and minimize ongoing support costs.
- E) We understand how to integrate process, technology and people (user psychology) to ensure that the solutions are successfully designed, built and implemented according to current requirements and future needs.
- F) We base our success on our client's profitability. We will develop the go to market strategy with our clients and assist in the promotion of their new financial supply chain services to their customers.



# SYSTEMS IMPLEMENTATION SERVICES



*Our goal is to help clients from concept to completion of the implementation project, including setting up appropriate support systems and procedures for a smooth, on-going operation. We will perform a post implementation analysis to ensure that you are realizing the benefits expected from the solution.*



## The Need

Most systems projects are cancelled or are completed and operational but are over-budget, over the time estimate, and offer fewer features and functions than were originally scheduled.

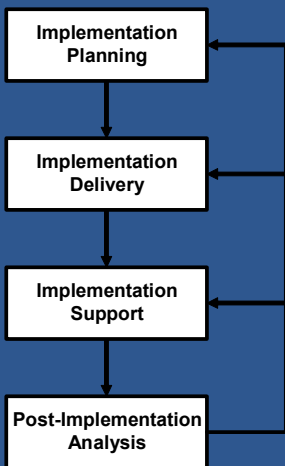
## How are we different?

- Combine the art and science of project management
- Link the process design with system implementation, training and change management activities
- Create an effective phased deployment to build momentum through the demonstration of benefits to stakeholders
- Design the support structure as part of implementation
- Utilize a unique train-the-trainer program
- Understand the human psychology and motivation of system acceptance and usage
- Design a comprehensive communication plan that addresses all stakeholders needs
- We provide a comprehensive audit that consists of a detailed set of reviews of the existing implementation program, which is then scored based on a comparison with best practices
- We examine all aspects of the implementation program from its overall management to the skills of the individual implementers to the processes, techniques and tools used on each implementation project
- We use a 75-point checklist to help identify specific weaknesses

## Case Study

<b>Situation</b>	One of the largest shippers in the world was faced with the opportunity to reengineer its financial processes in its highly political transportation and logistics areas to save millions of dollars annually through efficiency gains and direct cost savings through systems implementation.
<b>Results</b>	Xalles implemented a new payment and supply chain system and trained more than 10,000 users in North America, Europe, and Asia, delivering the expected annual savings of millions of dollars within 2 years of project start-up.
<b>Client Comment</b>	“I believe that a critical factor in this success story was the overall leadership and commitment to a quality process brought to the project by the Xalles project manager and consultants.”

## The Method



*Don't just hope your system will be successful... let Xalles help you ensure it will.*

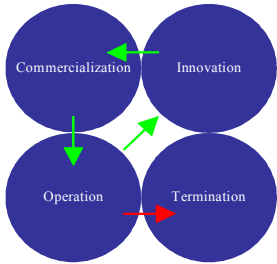


## BUSINESS STRATEGY SERVICES



### Business Lifecycle

Xalles services are aimed at supporting organizations in all 4 stages of this business lifecycle.



*Innovation* starts with an idea or concept. As the result of an evaluation process the concept becomes the basis for a new or modified product, service, business line, or business.

*Commercialization* is the process of taking the new concept to market. In some cases the market is internal customers, but the same principles and strategies apply. *Commercialization* brings the idea to life.

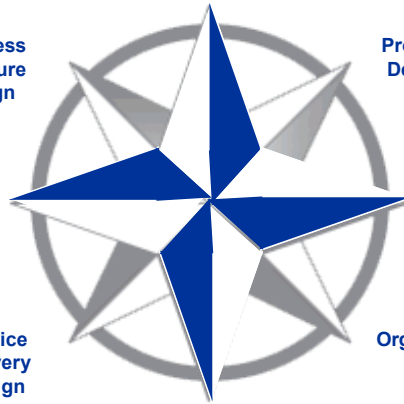
*Operation* involves the ongoing management activities required to sustain the initiative.

Companies need to look for ways to innovate with new products, processes, markets, customers, distribution channels, business models, pricing, technology, management practices, alliances, acquisitions, and more. The alternative to continuous innovation is business termination. *Termination* occurs when the business design cannot sustain the operation.

### Services

Business Structure Design

Process Design



Service Delivery Design

Organization Design

### The Need

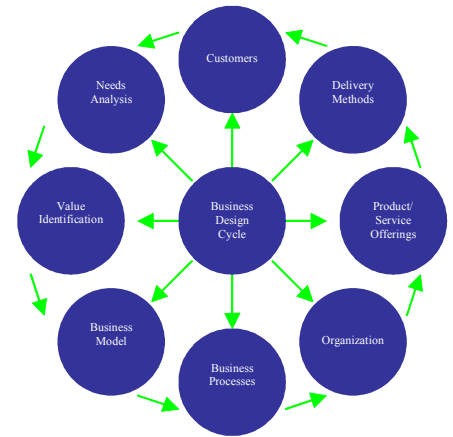
Every business progresses through the stages of innovation, commercialization, operation and ultimately termination. Companies often require assistance in process, organization and business design as they move between business stages.

### How are we different?

As Business Navigation Specialists we assist organizations in creating and following the correct roadmap for achieving business objectives. We understand the business lifecycle and the business design processes and their links. We solve difficult business problems and avoid future problems by creating the right business environment and business design for success.

### The Method

We take a holistic view towards business strategy development including applying our business design methodology which is based on the cycle diagram shown.



### Case Study

<b>Situation</b>	Business unit of a large financial institution was struggling to service their growing customer base. Their new product / service line is poised to be a market leader or fail if the operations group can't maintain service to its customers.
<b>Results</b>	Xalles reorganized the business line for stability and growth and developed all operations management processes to address the organization's and customers' requirements. The reorganization was completed within 4½ months including assuming interim management positions and Xalles assisted with hiring the permanent replacement staff for continuous improvement.
<b>Client Comment</b>	"Xalles played a critical role during the transition from start-up to rapid growth. We have been very pleased with the guidance and assistance Xalles has provided us with."

