

The background of the slide is a dark, abstract digital landscape. It features a hand reaching out from the center, pointing towards the right. The hand is semi-transparent, revealing a grid of binary code (0s and 1s) underneath. To the right of the hand, there are vibrant, multi-colored patterns resembling data visualizations or digital rain, with lines of light in shades of blue, green, yellow, and red. The overall aesthetic is high-tech and futuristic.

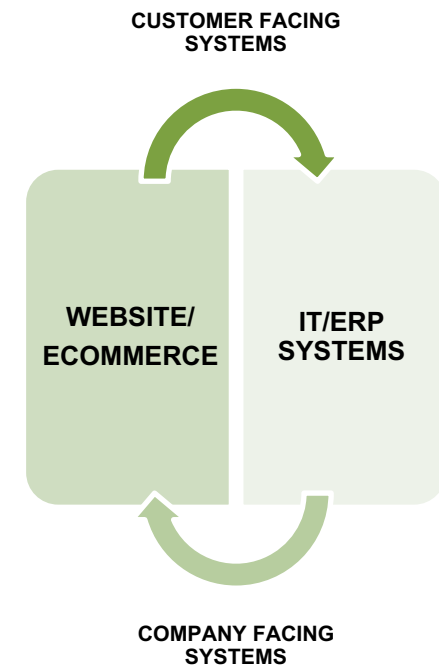
Your Digital Transformation Partner

projexIMC

Experienced IT/Web Services Team

Focused on B2B digital transformation solutions ...

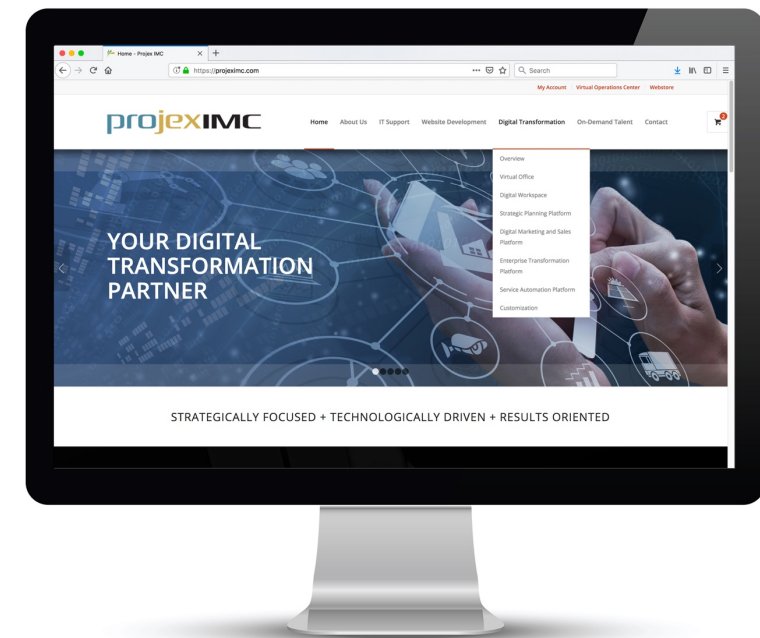
- 24 year track record
- 200+ IT systems and web/ecommerce solutions completed
- Comprehensive IT (hardware/software/systems/security) support
- Complete website design/development/deployment/hosting/support service
- Recognized the disruptive impact of **technology convergence** reshaping B2B competition:
 - Cloud/mobile
 - Ecommerce/eBusiness
 - Business intelligence/analytics
 - Artificial intelligence
 - Internet of Things (IOT)
 - Digital workforce



Technology Convergence/Digital Transformation Impact

Key B2B Competitive Drivers ...

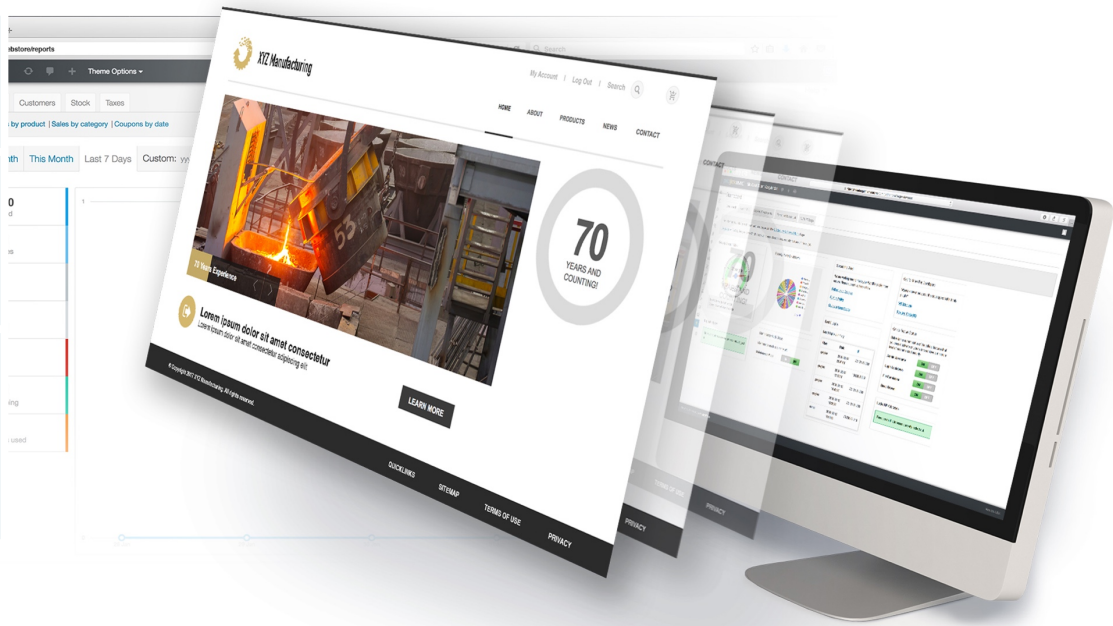
- **Opportunities – Productivity and Growth**
 - Automate core business processes (50 – 60% savings)
 - Reduce fixed costs/head count structure (20 – 40% savings)
 - Create integrated customer experiences (stickiness)
- **Threats (from failure to act) – Competitiveness and Disruption**
 - Business model disruption
 - Inability to attract/retain top talent (impact on growth/innovation)
 - Competitive disadvantages (speed/cost/scope)
- **Constraints – Complexity and Cost**
 - High cost of Fortune 1000-based solutions
 - Complexity of acquiring/operating/integrating multiple proprietary point software solutions
 - Access to affordable professional and technology expertise



Projex IMC Digital Transformation Solutions

*Three game-changing ideas ...
Six plus year strategy/intellectual property development effort ...*

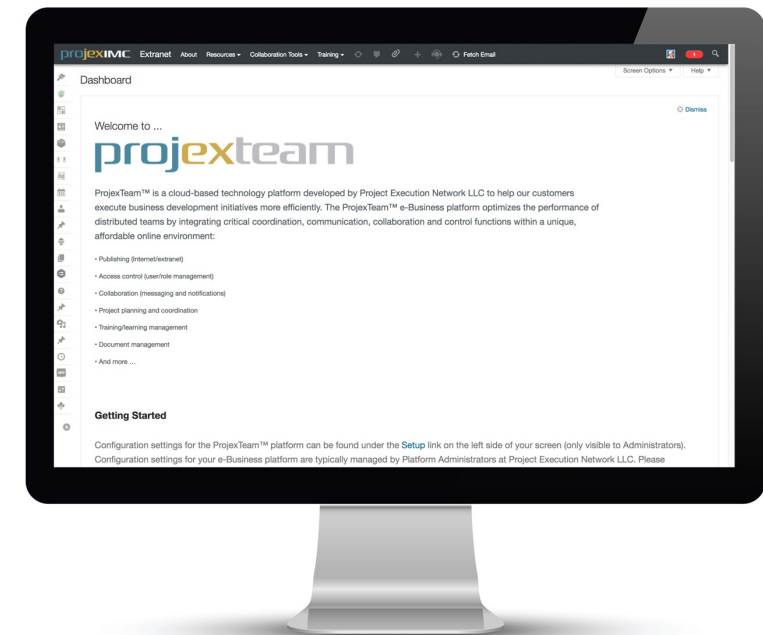
ProjexTeam™ eBusiness Platform	Our cloud-based software converts a website into an integrated, modular, configurable eBusiness platform.
ProjexVOC™ Virtual Operations Center	The Projex IMC Virtual Operations Center integrates our virtual office complex and our automated service delivery system, enabling real-time, low cost, digital delivery of professional and technical services.
ProjexTalent™ On-Demand Talent	Our talent solutions connect subject matter experts with clients ... on-demand through the Projex IMC Virtual Operations Center. We qualify and manage individual resources, complete project teams or custom-tailored Department-as-a-Service™ solutions.



Compelling Competitive Advantages

Projex IMC vs proprietary (point software) solutions and legacy (brick & mortar) services ...

- **Simplicity:** Extend your website, configure platform to suit current requirements vs acquisition/training/support costs for multiple software products.
- **Effectiveness:** Strategy driven, purpose-built, modular platform solves targeted business needs vs point software solutions and legacy consulting methods.
- **Execution Speed (2x):** Single point of contact + on-demand services vs sourcing/contracting/integration of multiple legacy software packages/consultants.
- **Cost Reduction (.5):** Eliminate brick & mortar, travel, software licensing and other overhead costs vs legacy consulting methods/point software applications.
- **On-Demand Capacity:** Complete scope of professional and technical services vs permanent staff or full-time contractors ... or no availability.
- **Global Sourcing:** Skill sets and service rates matched to your requirements.



ProjexTeam™ eBusiness Platform

Architecture delivers cost/scalability/reliability advantages ...

Cloud-based infrastructure	Scalable from basic web presence to high traffic, high bandwidth, mission-critical ecommerce/eBusiness applications (e.g. Best Buy/UPS)
Stable/mature application development environment	 WORDPRESS WordPress powers over 75 million website installations worldwide, including 59% of all B2B websites/webstores.
Open source code base	Developing within the LAMP/WordPress ecosystem ensures that technical expertise is widely available and affordable .
RESTful API	A RESTful API enables cross-platform data sharing with modern ERP systems and many other third party software applications.

All ProjexTeam™ solutions include our web development toolkit.



ProjexTeam™ eBusiness Solutions

Integrated/Modular/Configurable solutions to real world issues ...

BUSINESS PROBLEM	E-BUSINESS SOLUTION
Create high-performance teams	Digital Workspace
Develop and execute a winning business strategy	Strategic Planning Platform
Align marketing and sales initiatives for sustainable business growth	Digital Marketing and Sales Platform
Optimize operations across all major functional areas of the business	Enterprise Transformation Platform
Facilitate end-to-end (CRM-to-Cash) process automation	Service Automation Platform

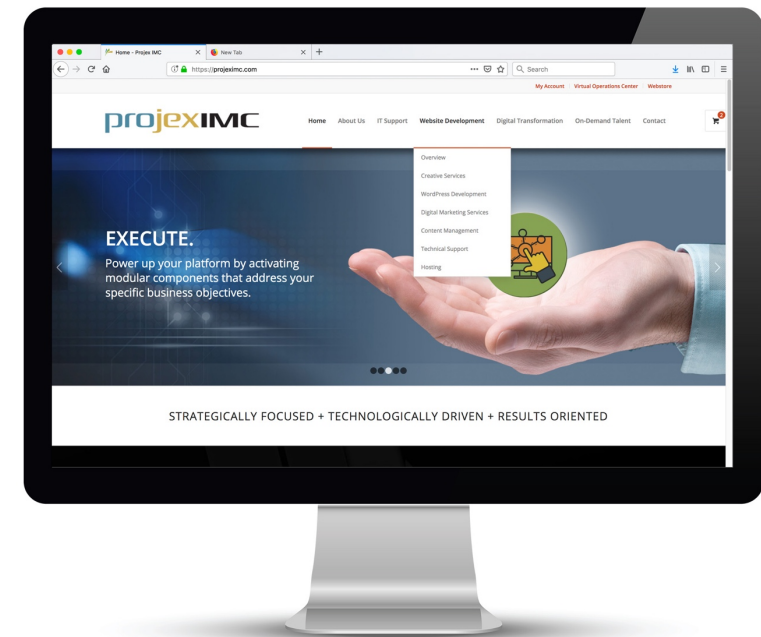
Start wherever you like ... activate additional capabilities, as needed, to address specific business issues.



ProjexTeam™ Base

WordPress-based web development toolkit ...

- The ProjexTeam™ base platform provides the tools and framework needed to reduce B2B website development and related ongoing support costs by 50% or more:
 - Managed hosting plans
 - Enhanced administrative interface
 - Professional design templates
 - WordPress content management system
 - Built-in ecommerce tools/capabilities
 - Security management tools
 - Support/training plans
 - On-page SEO
 - Analytics



ProjexTeam™ Digital Workspace

Cloud-based portal combining powerful tools to create high performance teams ...

- Extranet portal:
 - Resources:
 - Document library
 - Help desk/ticketing system
 - Project planning/activity tracking tools
 - Collaboration tools:
 - Activity streams
 - News/events/insights
 - Team calendar
 - Team directory
 - User groups
 - Forums
 - Online training center/LMS:
 - Course development tools
 - Quiz/analytics/messaging tools
 - Multimedia support
- Web development toolkit
- Virtual office/SSO (optional)

Use Cases:
Sales enablement
Contractor coordination
Customer support
Online training
...

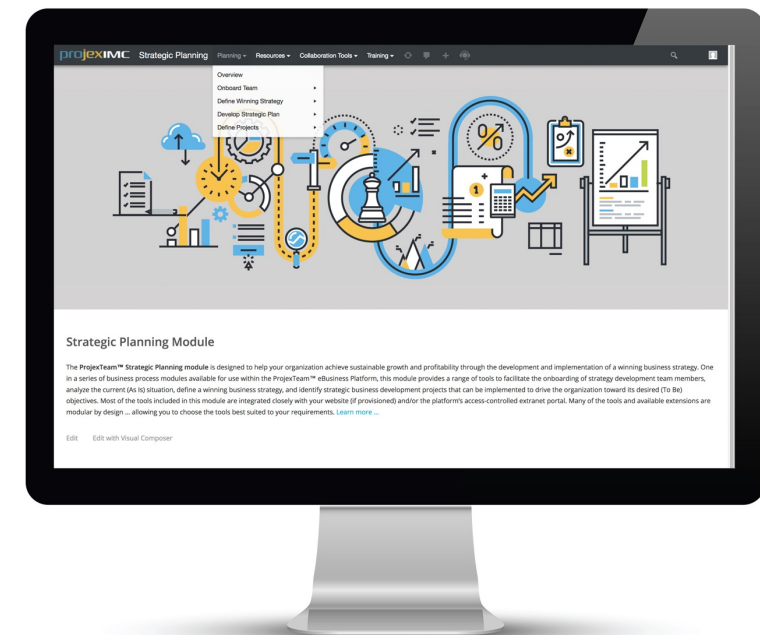


ProjexTeam™ Strategic Planning Platform

Connects team members 24/7 to process, analytical and functional tools ...

Digital Workspace + Strategic Planning Module

- Strategic planning methodology/tools:
 - Onboard/train team
 - Define winning strategy
 - Develop strategic plan
 - Define projects
- Built-in/DYI functionality and analytical tools:
 - Functional frameworks (editable)
 - Functional assessment tools/templates
 - Business process roadmaps
 - Training courses
 - Strategic planning
 - Project management
 - Marketing strategy development
 - CyberSecurity awareness
 - ERP demo

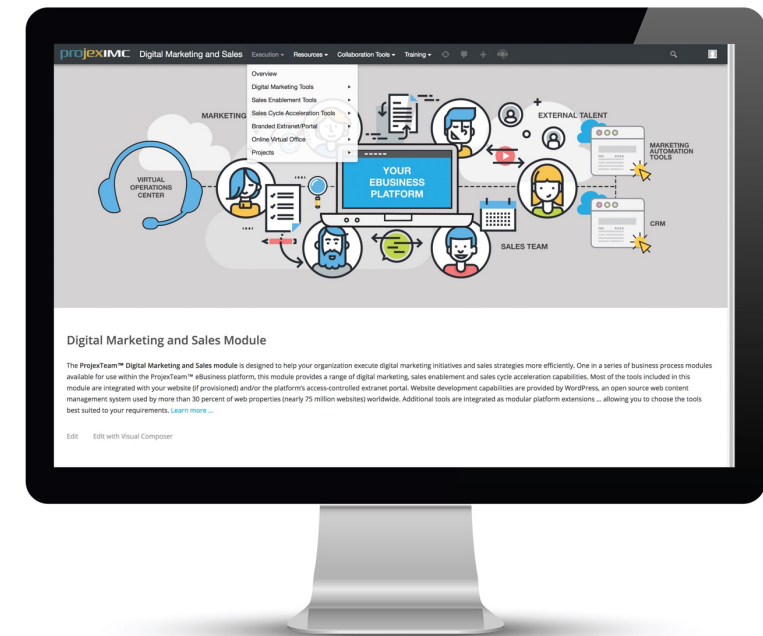


ProjexTeam™ Digital Marketing and Sales Platform

Integrates strategy, website development, digital marketing and sales execution tools ...

Strategic Planning Platform + Digital Marketing and Sales Module

- Digital marketing tools:
 - SEO
 - Email marketing
 - Blogging/content marketing
 - Social media marketing
 - Analytics integration
 - Landing pages
- Sales execution tools:
 - Sales enablement
 - Pipeline management
 - Customer relationship management (CRM)
 - Project templates/activity tracking
 - Branded sales portal
 - Virtual office

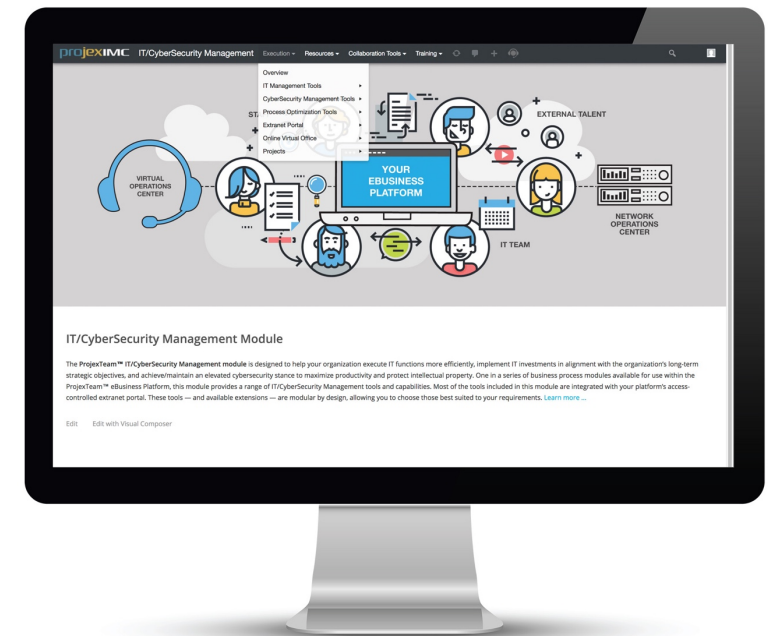
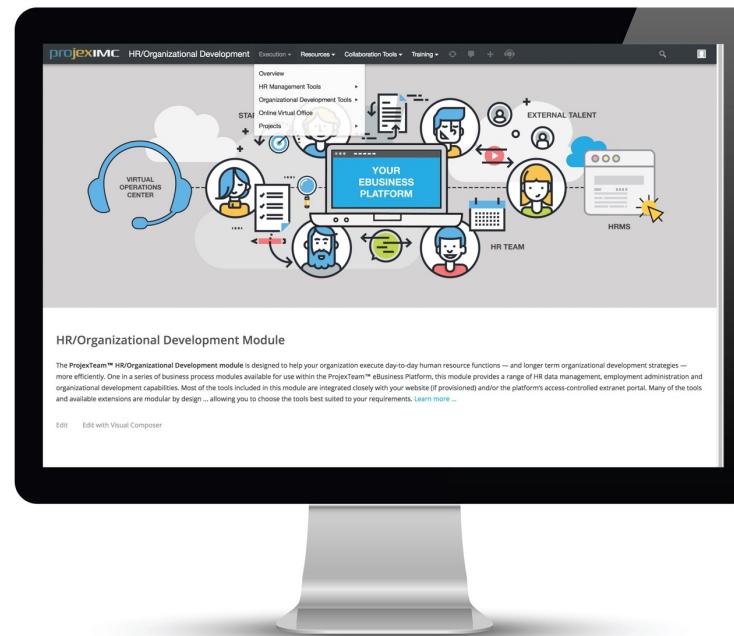


ProjexTeam™ Enterprise Transformation Platform

Enables an organization to plan and execute a comprehensive digital transformation strategy ...

Digital Marketing Platform + IT/CyberSecurity Management Module + HR/Organizational Development Module

- IT/CyberSecurity Management tools:
 - IT management tools
 - CyberSecurity management tools
 - Process modeling tools
- HR/Organizational Development tools:
 - HR management tools
 - Organizational development tools
 - HR information system



ProjexTeam™ Service Automation Platform

Transforms service related tasks into automated/integrated workflows ...

Any Platform + Process Optimization/Integration Tools

- Analyze and optimize CRM-to-Cash value stream
- Develop cloud-based workflows for service related processes:
- Billable and non-billable ticketing
- Access anywhere platform workflows
- Agile project planning and execution
- ERP/QuickBooks integrations



ORDER
FORECAST



CUSTOMER
ORDER



ORDER
FULFILLMENT



ORDER
DELIVERY



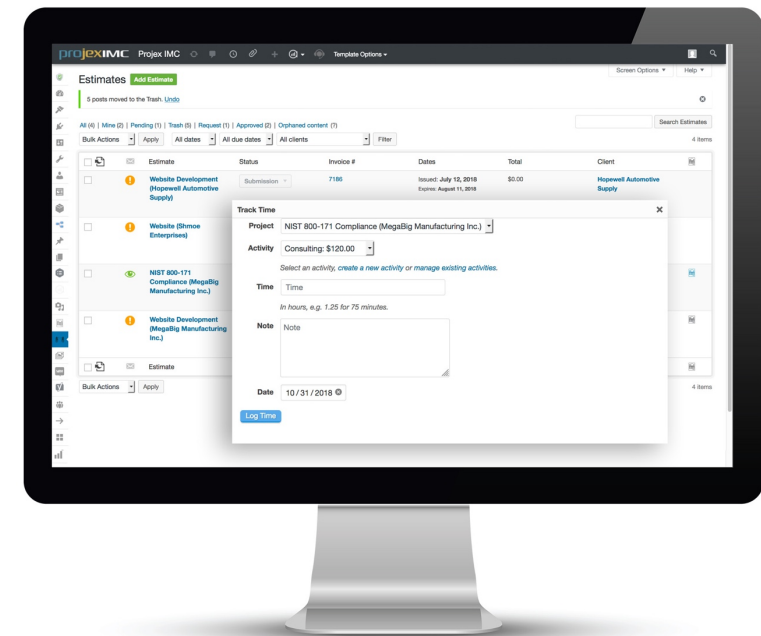
ORDER
INVOICING



PAYMENTS/
COLLECTION



CASH
APPLICATION



ProjexOffice™ Virtual Workplace

Standalone or single-sign-on (SSO) with ProjexTeam™ ...

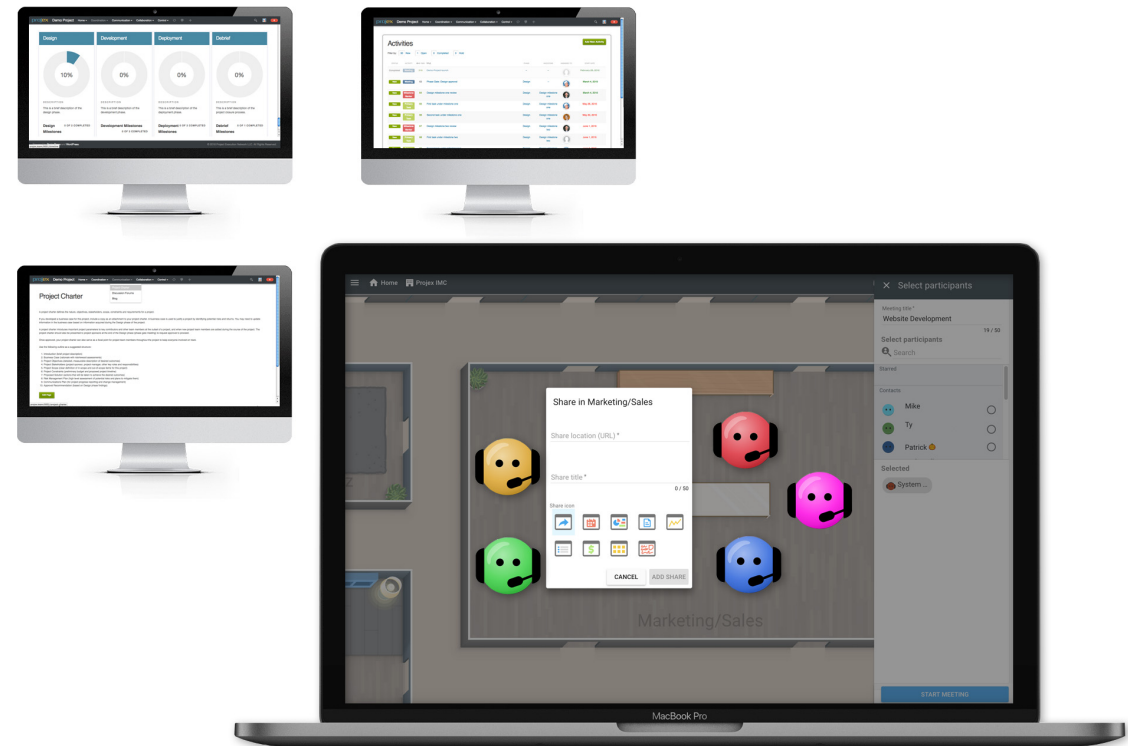
- **Presence:** See/interact with others working in your space. Initiate an impromptu conversation or ask an important question — anytime/anywhere.
- **Instantaneous meetings:** Send an invite or meet team members without prior notice by clicking into their office, “knocking on their door” or assembling in a virtual conference room.
- **Hands free audio communication:** Everyone in your virtual office is automatically audio-enabled using their computer’s built-in audio input and output devices.
- **Simultaneous screen sharing:** All meeting spaces are equipped with simultaneously-shareable screens. No need to pass meeting controls back and forth or fumble with complex menus.
- **Unlimited guest access:** Invite guests (colleagues, project sponsors, vendors, etc.) into any meeting by sending a link or calling them on the phone. No access codes required.
- **Video conferencing:** Participants with video-enabled devices can meet and converse in “face-to-face” high definition video.
- **Live chat:** Embedded chat tools facilitate side conversations during a meeting. You can also leave a message for team members who are currently away from their virtual office.



ProjexVOC™

Our Virtual Operations Center connects clients with experts – on demand ...

- Virtual office complex includes a lobby, private offices, team rooms and conference rooms
- Meet with subject-matter experts face-to-face, screen-to-screen, 24/7, on demand, individual or teams
- Built-in professional services automation system captures workflow/transactions
- Complete access to ProjexTeam™ platform tools and modules
- Access to full scope of professional and technical services



ProjexTalent™

- *On-demand talent solutions*
- *Engage professional/technical service specialists individually, in project teams or as a complete Department-as-a-Service™ solution ...*
 - Business/strategy expertise
 - HR/Organizational development expertise
 - IT/CyberSecurity expertise
 - Marketing expertise
 - Operations expertise
 - Sales expertise
 - Website expertise
 - eCommerce expertise



Getting Started ...

BUSINESS NEED	PLATFORM	TYPICAL DEVELOPMENT/ SETUP COST	ESTIMATED HOSTING/SUPPORT COST
Update website to match strategy, new products and capabilities	Base	\$3,000 – \$5,000	\$199 – \$299/month
Set up sales/customer interface portal to optimize communications, coordinate and create competitive advantages.	Digital Workspace	\$2,000 – \$3,000*	\$399 – \$699/month 25 to 250 users
Develop detailed strategic plan with 8 – 15 key team members in 3 – 4 months without disrupting operations.	Strategic Planning Platform	\$2,000 – \$3,000*	\$499/month plus any consulting services
Integrate sales and marketing teams to focus on driving growth and optimizing operating costs.	Digital Marketing and Sales Platform	\$3,000 – \$6,000*	\$599 – \$999/month 25 to 250 users
Plan and execute strategic transition to optimize digital technologies, drive growth, productivity and engagement.	Enterprise Transformation Platform	\$3,000 – \$10,000*	\$899 – \$1,499/month 25 to 250 users

* Does not include website development costs

A hand is shown pointing towards the right, set against a dark blue background filled with glowing binary code (0s and 1s). In the upper left, a portion of a white computer keyboard is visible. The overall theme is digital technology and user interaction.

Thank You!

projexIMC