

Transformation Management Platform

Strategy | Transformation | Benefits Realization



A photograph of two men in business attire sitting at a table. The man on the left is wearing glasses and holding a white pen. The man on the right is holding a silver pen and looking at a tablet. On the table, there is a glass of water, a laptop, and some papers with charts. The background is a bright, out-of-focus office setting.

Transformation is at the forefront for every forward thinking CEO and has become the norm for staying competitive—*How do you know if your transformation investments are delivering results?*

Management Consulting Industry Response





- Positioning of strategy & transformation engagements
 - Industry-specific best practices
 - Ability to deploy resources at scale
- Risk mitigation
 - Episodic
 - Reactive to current climate, e.g., COVID-19





**There is a missing link in
the value chain?**

Leading Management Consulting firms have developed their own solutions for managing Transformation.

COMPANY	PRODUCT	SOLUTION	CUSTOMERS
		<p>Solution designed to Manage Transformation & Restructuring Initiatives. Plan and track M&A Integration efforts.</p>	<ul style="list-style-type: none"> ▪ 800+ customers ▪ 125K Users ▪ \$175B impact under management
		<p>Action. Results. Collaboration. ARC is a state-of-the-art transformation management tool that is making it easy to see where your program stands and what needs to happen next to keep projects moving forward.</p>	<p>Fortune 1000 Customers</p>

Questions & Answers



Q. WHY are leading management consulting firms building transformation software?

A. *To meet an increasing demand from their customers that are looking for real-time analytics on the performance of their transformation initiatives.*

Q. WHY build?

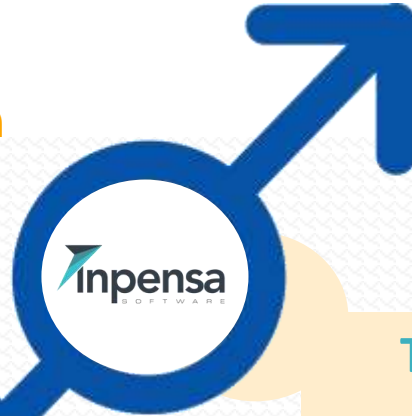
A. *Before Inpena Transformation Solutions, purpose-built software was not available in the market.*

No Need to Build!





Transformation Management Platform™



The missing link in the
management of the
Transformation value chain.

Inpensa Digital Transformation Platform

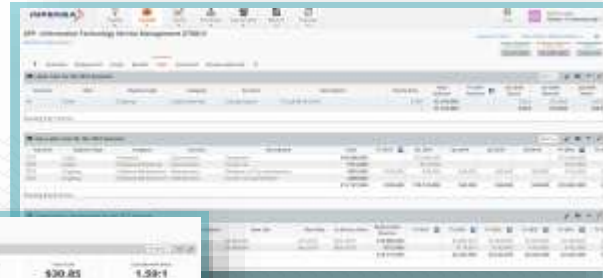


SELECT CUSTOMERS BENEFITING FROM INPENSA SOLUTIONS

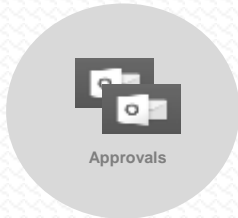
Inpensa Transformation Platform Delivers Results through Automation



No More Spreadsheets
Direct data input with automated business rules



Dynamic Real Time Reports
Analyze investments in real-time with dynamic report & KPIs



Automate your work-flow approval process
End the bottle-neck of a manual approval process and automate the process with Inpensa



How Management Consulting Firms Benefit?



- Establish a **value-based pricing** model that significantly increases revenue upside—*leverage the platform to manage and track benefits*
- Demonstrate to customers your ability to not only identify ROI but **track and measure** it
- **Increase upsell opportunities** by demonstrating value of existing initiatives
- **Increase revenues** by delivering high margin operational services to manage the platform and produce results



Office of the CFO

- Optimize expenses and maximize output
- Institutionalize investment standardization and governance
- Have visibility to company wide capital planning and portfolio of spend
- Provide board & executive level KPI's
- Drive accountability and ensure optimal investments



Office of the CIO

- Develop and manage pipeline of investments
- Make investment decisions with real-time objective data
- Shorten approval process and start initiatives sooner
- Conduct portfolio scenario analysis
- Drive accountability
- Communicate effectively to business unit consumers



Transformation & Strategy Office

- Manage transformation initiatives for results
- Monitor and track benefits and outcomes
- Ensure alignment of investments to strategies
- Provide board & executive level KPI's
- Re-prioritize as strategies shift
- Communicate with transparency

Inpensa Multi-layer Investment Management SaaS Platform

Integrate with your Existing Systems







Use Cases



Representative Inpensa Customers

Forward Thinking Segment Leaders Digitizing Investment Governance



Industry	Customer	Use Case
Financial Services		Automation of Idea Capture & Business Case Assembly, Review & Approval; Financial Committee Review, & Savings Ledger.
Technology		Business Case & Governance Platform Standardization Across Business Units/Functional Areas.
Healthcare		Standardization & Automation of Business Case Process & Portfolio Analytics.
Life Sciences		Standardization, Automation, & Integration of Capital Planning & Business Case Process.

Compelling Market Opportunity



- **Target Client Solutions:** Digital Transformation, Business Process Re-Engineering, Expense Management, Cost Optimization, Benefit Tracking
- **Sales Cycle:** Short 1 – 3 months; Inpensa Platform provides rapid time to value, means to institutionalize best practices, delivery mechanism for managed services
- **Engagement Value – Medium:** \$500,000 – \$1.5 million for initial engagement—single workstream in mid-size organization
- **Engagement Value – High:** \$5M – \$25 million per engagement—multiple workstreams in large organization
- **Complementary/Successor Services:** Business Intelligence, Financial Information Management, Technology-Enabled Services, IT Business Management
- **Typical Predecessor Services:** None; suitable for new account capture & share of wallet programs
- **Annuity Service?** Yes, Inpensa Platform provides means to provide ongoing annuity services at premium margins
- **Permissible for Audit Clients?** Yes, as appropriate based on compliance guidelines.
- **Major Competitors:** Tier one players, e.g. McKinsey (Wave), Bain (ARC); tier two players; boutique firms focused on FP&A & related services

About Inpensa



- Innovative venture-backed enterprise SaaS Platform provider
- Purpose-built Platform to optimize the full Investment Governance Lifecycle
- Fortune 1000-market proven; managing the complexities of large-scale, ongoing transformation initiatives enterprise-wide
- Institutionalize and automate capture of ideas; assembly, review and approval of initiative business cases to ensure alignment with Transformation strategies
- Optimize program performance through real-time benefits tracking and realization
- **INPENSA serves large and fast-growing organizations who share a common set of objectives:**
 - ❑ Standardize, institutionalize and automate strategic investment process and governance aligned with Transformation strategies
 - ❑ Execute on expense reduction targets with Transformation initiatives
 - ❑ Improve cost optimization performance, metrics and accountability
 - ❑ Establish a structured framework for achieving business outcomes from Transformation initiatives

Company Leadership

- Pioneers of Investment Governance Solutions
- 70+ years of executive management experience
- CEO was former Bank of America Finance and Transformation Executive
- Trusted independent solution provider to C-suite executives

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