



Build powerful  
business-critical systems  
with no-code software

“You don’t have to see the  
whole mountain, just  
take the first step.”

Martin Luther King

**“65% of software development by the year 2024 will include no-code / low-code platforms.”**

GARTNER

**“More than 50% of developers will use a no-code product.”**

FORRESTER

# A SMARTER WAY TO DIGITALISE

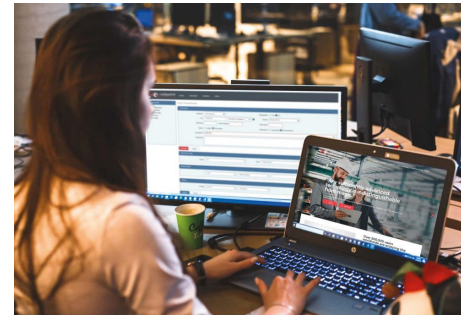
For over 20 years, Excelpoint has empowered organisations to realise the benefits of a digital transformation, demystifying and making it easier to gather and analyse data, operate with more flexibility, and introduce efficient business processes.

Our developers have created a unique no-code platform focused on the needs of fast-growing SME's and large corporate organisations from all sectors. Its core function is to digitalise business systems to deliver enterprise-wide flexibility, visibility and compliance. We also have a team of implementation consultants who work collaboratively with our customers to rapidly configure our software into powerful automated business solutions to replace inefficient or outdated systems and processes.

- Create joined-up, streamlined and highly efficient operations
- Improve business results and add to the bottom line
- Reduce costs and technical debt
- Drive continual business improvement
- Enhance the customer and employee experience
- Evolve into an information-centric organisation

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# BENEFITS

## Why over 500,000 users worldwide are enjoying the benefits of our no-code software

Our smarter no-code software enables organisations to build innovative applications faster to realise an enterprise-wide digital transformation.

- Rapid configuration and deployment to achieve faster time to value
- Limit technical debt by removing the need to redevelop legacy systems
- Ability to span enterprise-wide
- Replace multiple standalone spreadsheets and outdated legacy systems
- Leverage shadow IT resources for the benefit of the organisation and IT function
- Powerful KPI real-time reporting dashboards to drive decision making
- Replace manual and paper-based work with streamlined and automated processes



### Collaboration

Ease of use enables the no-code software to be configured entirely by the customer or in collaboration with Excelpoint.



### Enterprise-wide

A range of applications to drive and achieve automation across any business process enhancing the user and customer experience.



### Agile

Scales effortlessly with permission-based access and delivers solutions more rapidly, often up to ten times faster than equivalent bespoke development projects.



### Insightful

Improved and secure information easily accessible from anywhere for management reporting and decision support insight.



### No-Code

Technology designed for rapid configuration of software to create powerful and agile business processes to embrace best practice.



### Flexibility

A browser-based solution accessible on any device, hosted on-premise or in the cloud, and with integration to existing systems.



### Funding your digital transformation

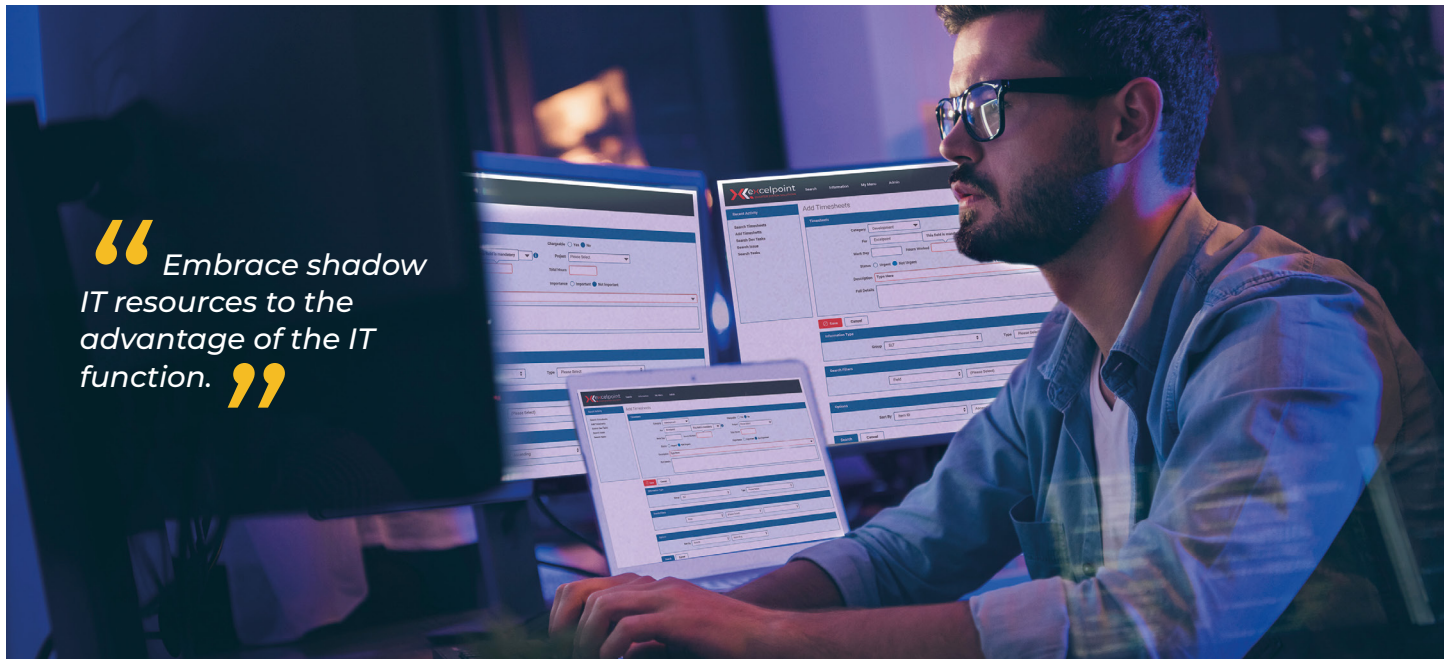
There are many organisations across the UK offering advice and funding support for businesses embracing a digital transformation. Please contact us to learn more.



## Leverage internal expertise to innovate faster and achieve your digital transformation goals

It has never been easier to develop powerful business-critical applications. With a shortage of experienced developers and a trend towards software to digitalise entire business processes, there is a new role evolving, the citizen developer. Using our no-code software, organisations can look within and identify individuals with no prior development skills, simply problem solvers able to apply their skills and knowledge.

Our software offers ease of use and rapid onboarding, enabling admin users to quickly gain experience in building powerful applications integrated with other internal information repositories. We provide in-depth training, or you can supplement your team with our consultants to ensure you realise the full advantages of our no-code software and address all your organisational challenges.



“ Embrace shadow IT resources to the advantage of the IT function. ”

# APPLICATIONS

## We are different because our no-code software spans enterprise-wide operations

We draw on a wealth of in-house development and consultancy knowledge to work with customers to replace business-critical systems with powerful automated applications. We address the challenges faced by your organisation and work in partnership with your team to configure and deploy solutions tailored to your exact requirements but without writing a single line of bespoke code.

Contact us to learn more about how our no-code software can digitally transform your end-to-end business processes and workflows, or how you can take advantage of one of our quick start application hubs including:



CRM AND SALES  
MANAGEMENT



ACTIVITY  
TRACKING



AUDITS AND  
INSPECTIONS



COMPLAINT  
HANDLING



GDPR



CUSTOMER  
SERVICE



INCIDENT  
MANAGEMENT  
(RIDDOR)



TRAINING AND  
COMPETENCY



RISK  
MANAGEMENT

Our no-code software also provides our customers with solutions for ERP, MRP, logistics, document authoring and control, content management, company policies and procedures, and quotations through to order. Please see pages 10 - 11 for examples of how our software addresses a wide range of organisational challenges.

“*The nature of our unique no-code software enables us to configure and deploy tailored solutions on average up to ten times faster than bespoke development projects.*”



## We are not sector-specific



Charities



Construction



Energy



Engineering



Financial Services



Local & Central Government



Manufacturing



Mining



NHS



Nuclear



Service Sector



Utilities

“ Our software drives the business processes of organisations of all sizes, from SME's to global business brands recognised worldwide. ”

## Innovate faster with our agile methodology

We work with our customers to identify business-critical processes to fully or partially automate with our no-code software.

Our agile methodology provides a series of benefits to our customers over a more traditional approach to IT development projects.

- Stage by stage automation and implementation
- Lower upfront costs and eradication of technical debt
- Connectivity to existing information in legacy systems
- Senior stakeholder and end-user engagement
- An agile approach with the ability to flex, adjust or pivot the project throughout the delivery
- Constant testing and user interaction
- Effective change management and acceptance
- Budget control and faster time to value
- Technological innovation with regular new releases
- Flexible approach to a variety of hosting options
- A fully responsive design enabling access to the system from any device
- Standalone native application output enabling offline working with synchronisation
- Captures signatures, Bar/QR codes, RFID and Geo-tags from our full mapping integration
- Expands to meet business needs enabling continuous improvement





## Champion our smarter no-code technology

Our strategic partners play a crucial role in our growth and are champions of no-code software. They have enabled us to enter new markets and deploy our no-code technology to create efficient and data-driven organisations worldwide.

We fully engage with partners to ensure the partnership works for both parties and delivers the required benefits.

Our partner engagement covers three differing models:

Referral Partners

Value-Added Resellers

Technology Partners



For more information about our partnership opportunities, please do not hesitate to get in touch.

# OUR CUSTOMER SUCCESS STORIES

Our powerful software is helping drive the business processes of organisations of all sizes and across a wide range of sectors, enabling them to be more efficient and profitable. Here are some examples of how our software is helping.



Anglian Water's Biosolids team needed to operate literally "in the field". With our no-code software, it now has access to compliant business processes, internal documentation/standards and data from pre-existing corporate systems.

Additionally, it can seamlessly link to external information including, mapping systems and DEFRA recommendations and guidelines.



Rather than a phased approach, Aura Infection Control decided to encapsulate the entire business processes in one development, implementing CRM, order processing, customer service helpdesk, inventory control, invoicing, resource scheduling and sales management.

It proved to be a crucial benefit during the Covid pandemic as the business could rapidly adapt to changing circumstances.



As a leading provider of envelopes and packaging, Encore needed to digitalise the quality control aspects of its manufacturing process.

Although it had investigated this previously, the rapid adoption of no-code technology now enables senior management to be more proactive in managing quality and throughput to maximise value.



Hanson has embraced our no-code software for several projects, recognising its capabilities to solve a real-time problem of product delivery. It experiences many reasons for non-product delivery and has a product with just two hours shelf life. It required an efficient process, rapid approvals, and automated financial transaction handling to overcome its challenges.

Despite this complex commercial model, our no-code software delivered simplicity for the end-user and was crucial in a successful outcome.



If U Care Share plays a vital role in keeping people safe and supporting some of the most vulnerable members of society. Our no-code software provides invaluable insight from the outcomes of workshops and questionnaires and monitors the progress of the people the charity supports.

It automatically generates crucial information to facilitate and implement a support plan tailored to the exact needs of the individual.



Following the implementation of our no-code software, Polar NE's internal systems deliver projects more efficiently and importantly meet customer expectations.

The software has enabled the business to become streamlined and flexible in its approach, and it will support Polar NE in its future growth plans.



Stuart Hall & Co embraced our no-code software and integrated it with its existing legacy accountancy package. Its introduction ensures referential integrity is preserved, eradicates double entry, and guarantees appropriate disciplines across the business.

The improved workflow automates the allocation of tasks to appropriately skilled individuals and collates charging information for automated billing.

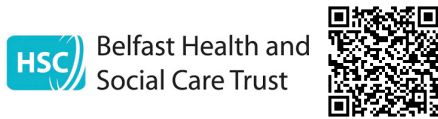
## Supportive.



Our no-code software delivers a system to support a key health authority contract. The system is accessible at the head office, from any mobile device and via standalone apps in remote areas.

All the information captured is processed and manipulated centrally to output data for a range of primary care organisations including, local GP practices.





Having developed systems for a range of operational processes across the Belfast Health and Social Care Trust, the team selected our no-code software to create its bWell mobile app.

This venture into app development provides content and resources for employees to maintain and improve their wellbeing, reduce absence, enhance the overall employee experience and support a Trust-wide initiative.



CISC embraced our technology initially for a small project but quickly realised the benefits and have subsequently rolled the software out across almost all business processes associated with managing the commissioning, contracting, and operating of its biomass power stations.



Following the successful implementation of our change management and risk management solution, we configured our no-code software to automate inventory management.

We digitalised the core process throughout the metal recycling facility, from arriving on-site, through processing, to the final consignment off-site for onward treatment or managed disposal.



Minova Global embraced no-code software to improve its sales processes, delegation of authority, global forecasting and general senior stakeholder visibility across its global sales divisions.



Money Saving Direct implemented our no-code software to manage its end-to-end sales process. The entire sales process was digitalised, enhancing the user experience and providing specifically targeted information to ensure the highest success rates.

The initiative enabled it to create a competitive advantage in its niche sector.



We implemented an incident management system tailored to meet Nacro's unique requirements encompassing all aspects of RIDDOR whilst including security and safeguarding.

Our no-code software provided out of the box integration with three of Nacro's existing systems - Human Resources, Learning Management and Property Management.



We rapidly configured and implemented our no-code software to provide Webahead with a process-driven business model to manage its customer relationships throughout the whole supply life-cycle from lead to project implementation and finally to payment.



To eradicate significant workload at tier 1 and tier 2 supplier levels, we configured our no-code software to automate the supplier work requests process to invoicing. It enables customers to create a work request offering automated pricing.

Once approved, it schedules the work, allocates resources and generates tasks on stand-alone native mobile apps. On completion, the central system triggers invoicing processes.



We streamlined the administrative process associated with resource management from room booking, conferences and delegate management, providing the Xcel Centre management team with real-time visibility through a dashboard consisting of graphs, charts and transactions.





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