TechTorch Intro

- Companies of all sizes struggle to successfully digitize.

- The current options to digitize are extremely manual and financially inaccessible to many companies.

- Businesses use external consultants, point tools, custom integrations, vendor demos and manual dashboards.

- These efforts tend to be waterfall, siloed, non-modular, lacking customer centricity, not leveraging best practices and lacking ongoing improvement.

- The result is high failure rate, expensive bills, slow progress and frustrated employees.

TechTorch is THE revolutionary agile digital platform for businesses to successfully drive digital change at speed and at a fraction of the cost.

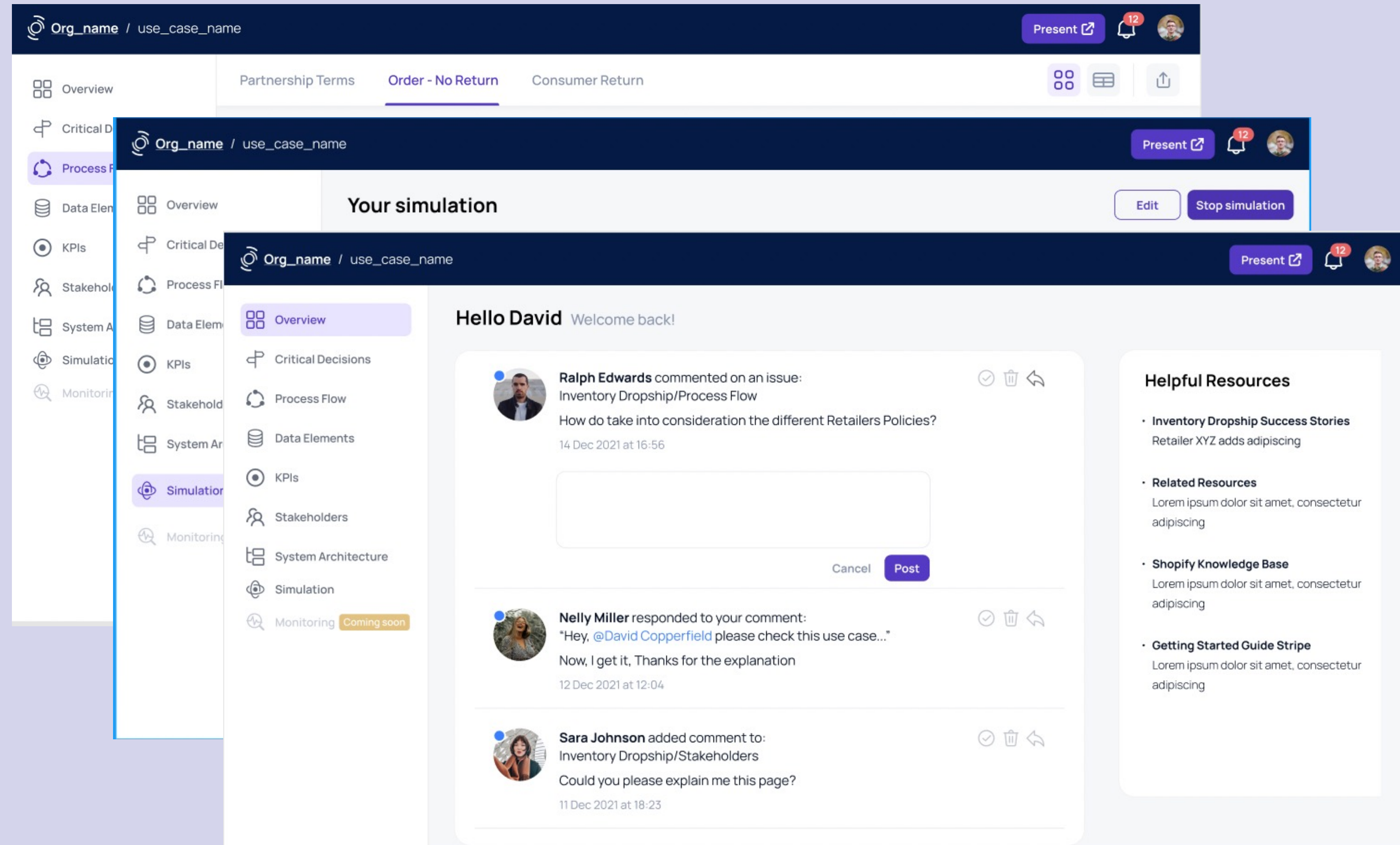TechTorch

The Platform

Configure

- Use Case Overview
- Critical decisions
- Process flow
- Data Elements
- KPIs & Stakeholders
- Systems architecture

Simulate

- Browse & Select tools for Use Case
- Tools integration
- Data generation
- Private sandbox for simulation

Collaborate

- Single library repository
- Multiple users
- Comments and actions
- Communication
- Integration w/other tools
- Audit trail

TechTorch

Use Cases

Knowledge developed by TechTorch or in collaboration with our customers

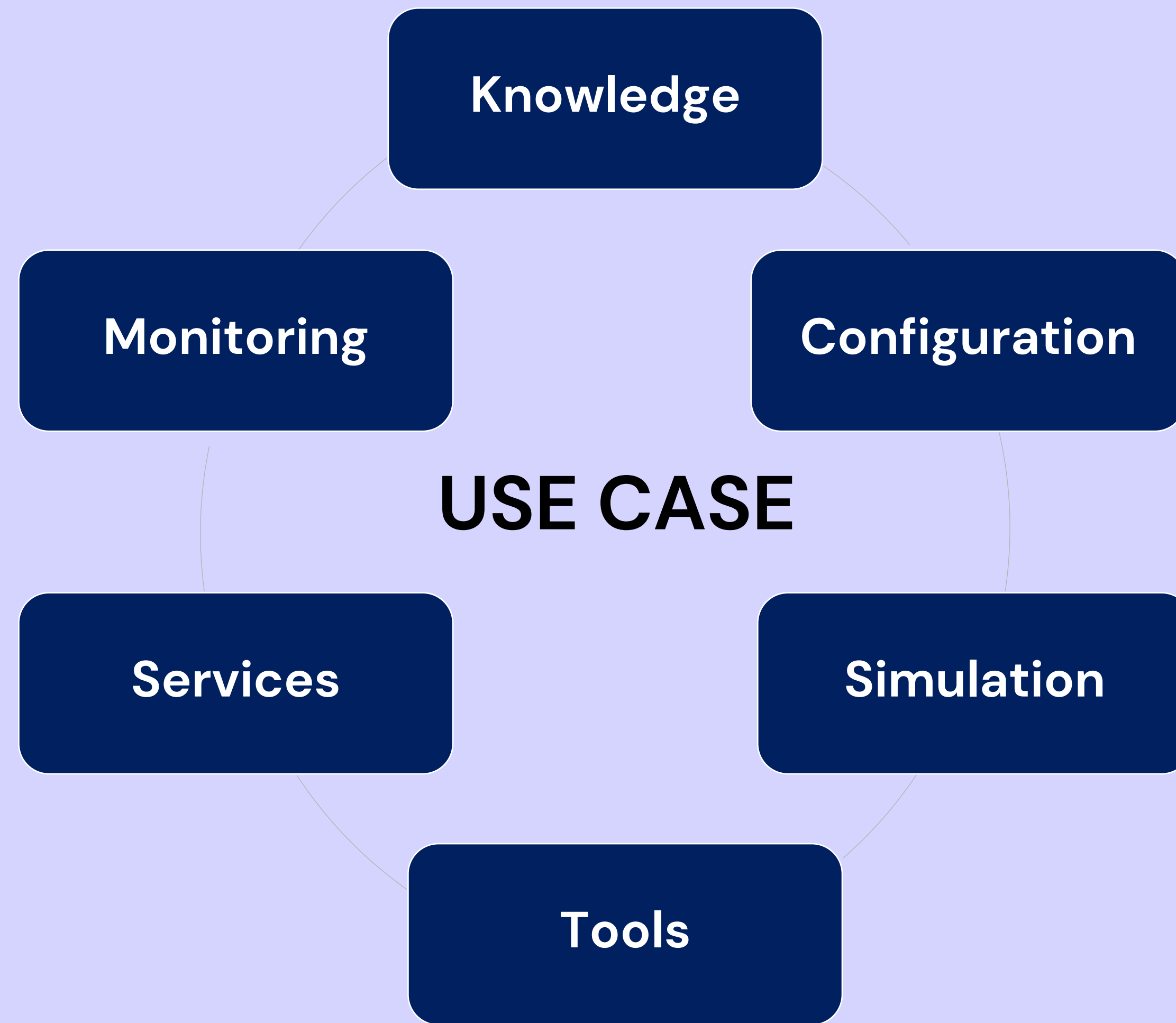**Standard use cases are available for purchasing and configuration**

Users can create their own use cases and leverage TechTorch's methodology

TechTorch

Use case **environment**

Knowledge

Monitoring

Configuration

USE CASE

Services

Simulation

Tools

- Each downloaded TechTorch use case has the best-in-class knowledge

- Business cases can configure the use case to their needs

- Simulation is available for each use case, replicating production scenarios

- Tools can be chosen and businesses get assistance in contacting vendor

- Required services can be purchased directly from TechTorch

- Production environments can be monitored with state-of-the art business dashboard

- Use cases get refreshed, making use users have always access to latest information

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Software **presence**

Knowledge

Configuration

Monitoring

USE CASE

Services
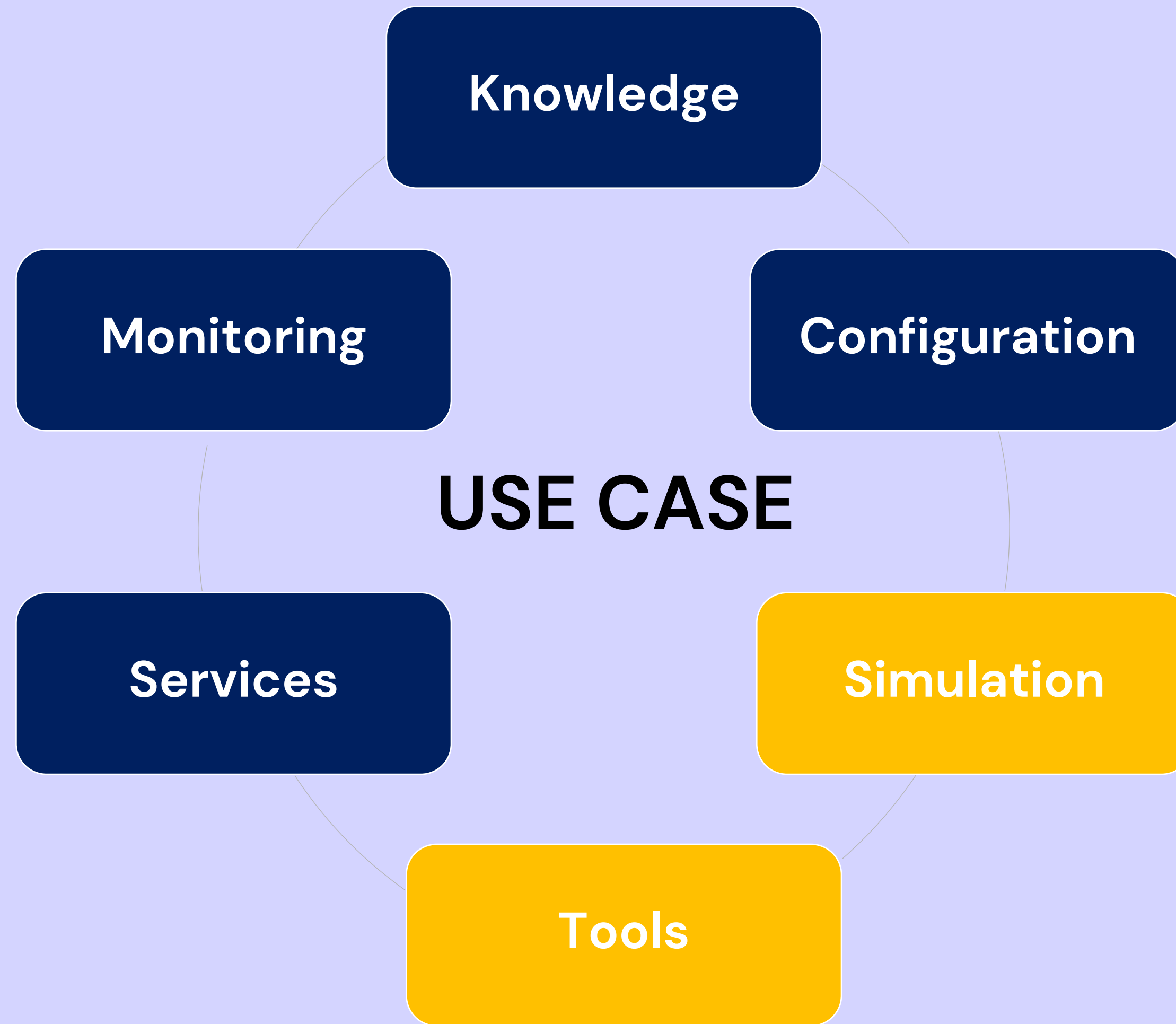
Simulation

Tools

Use journey

- For each use case, users will choose simulation scenarios

- A scenario can be simulated via the selection of tools for each capability

- User can access the different tools during a simulation period (expected 15–30 days)

- User can decide to switch tools for a specific capability

- At the any point during the simulation, user can decide to purchase the tool

- TechTorch simplifies the purchasing process by providing all the information and requirements to vendor

- In case additional services (e.g. integrations) are required, TechTorch provides access to the right Service Providers

TechTorch

Value to TechTorch **software partners**

Offering value proposition

- **Better market positioning**: Information on most relevant use cases and customizations for Tool

- **Improved offers**: Information on simulation journeys and user feedback

- **Prioritized integrations**: Information on most requested 3rd party integrations

GTM

- **Increased market**: tool as part of complete use cases

- **"Warm(er) leads"**: with fully educated customers (higher propensity to buy)

- **Faster selling cycles**: pre-integrations and simulations

Deployment

- **Cheaper**: Integration recipes for customers

- **Access to integrators:** Marketplace of resources to implement integrations

- **Value realization**: Production dashboards

TechTorch

Thank you

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