ASSESSMENT REPORT



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BT Monitor Customer Report - Introduction

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This report is a summary of the answers, assessments, views and strategies that were recorded during the customer interview.

"Business Alignment" pages (3-6) represent your assessments of your present IT environment, applications, solutions and services support for your business.

The Business Alignment assessments were made in the following areas:

- IT's role and strategic value
- IT's support for business
- IT management
- IT cost optimisation

Color coding:

Silver color bar represents your assessment of present situation regarding the argument.

The colored bar represents your assessment of the argument's importance for your organisation.

The color of the "importance bar" is based on the difference between your present situation and its' importance (red (significant) - orange (major) - yellow (minor) - green (optimal)).

On Page 7 You can find the Solution map, where all the key business solutions are listed.

Maturity analysis on page 8 summarises assessments for all solution areas including respective development projects. A low maturity phase without respective development project is a situation worth to look into.

Solutions areas (9-20)

A summary page for all 12 solution areas. Each page consists of the following elements:

- Maturity assessment through 4 angles
- Functionality assessment (colour coded)
- Present environment's key indicators
- Development project

IT Service Production (p. 21)

This page show the IT operations' present and planned service production model.

BT Roadmap

The last page summarises all development projects in a single, time lined view. It can help you to create a more comprehensive view of all key projects with priorities and interaction.

A) IT's role and strategic value

We've made an analysis / understand how technology-led changes will affect our business environment.

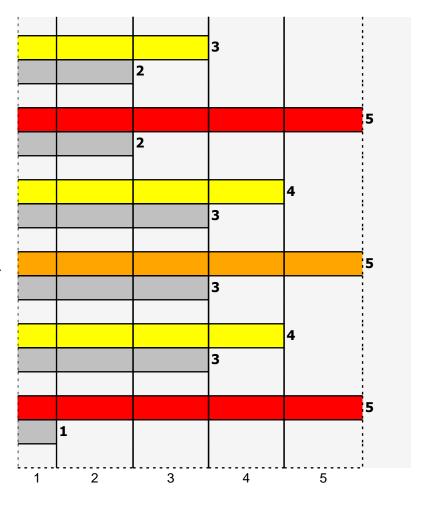
Our IT solutions offer strong support for the implementation of our key strategies

Our Top Management regards IT as a key competitive tool to differentiate us from our competitors

Our organization structure and decision making process enables an effective Business-IT Alignment.

Our Solution Architecture and IT Architecture support our Business Architecture and Operating Models (Agility).

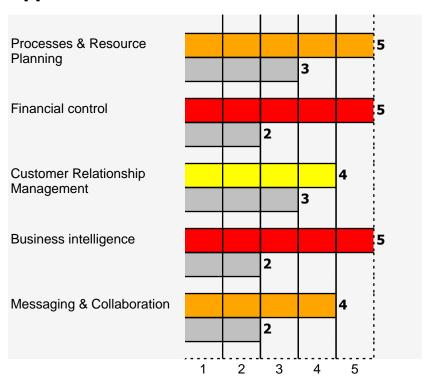
Our centralized practices to manage projects ensure formalized project management methods and alignment with strategic business goals.



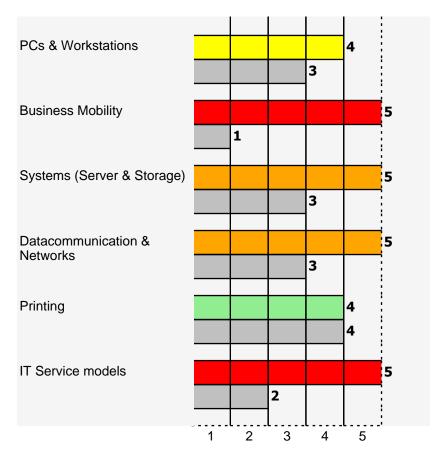
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B) IT's Business support

Applications



IT Infra & IT Service models



C) IT Management

Development project: Project Management Office (PMO) Implementation (Scheduled) /2014-H2

The company management team's member, who is responsible for the strategic development of IT, has necessary competence, time and the right methods and tools the for the job.

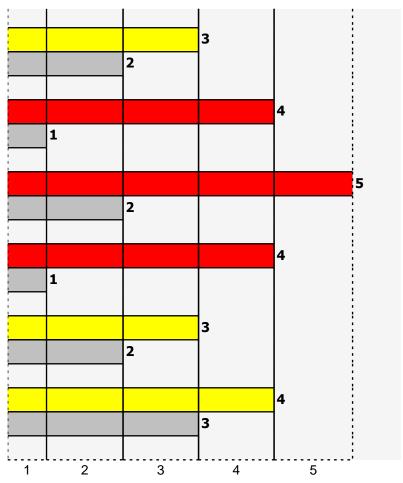
We use Business Case calculations for goal settings, proposals, reviews and post project evaluation of all IT projects / investments

We use best practices (ITIL, COBIT etc.) and measure the level of IT Services to ensure that the required quality of services is achieved.

We have an IT Service Management (ITSM) system to manage IT operations and development (utilization of resources, Asset management, Equipment and License registers).

We benchmark our IT costs and the key performance indicators (KPI's) with corresponding companies and we actively try to identify development areas.

Our centralized sourcing process of IT services and products (including the agreements) has been formalized to help us to enable purchases that are cost-effective and meet the quality standards.

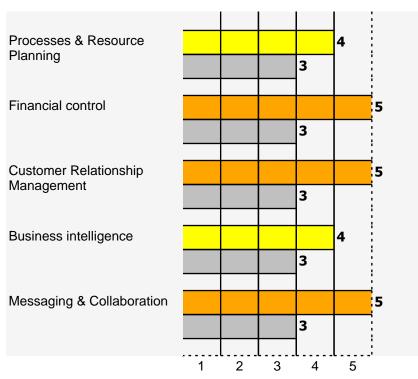


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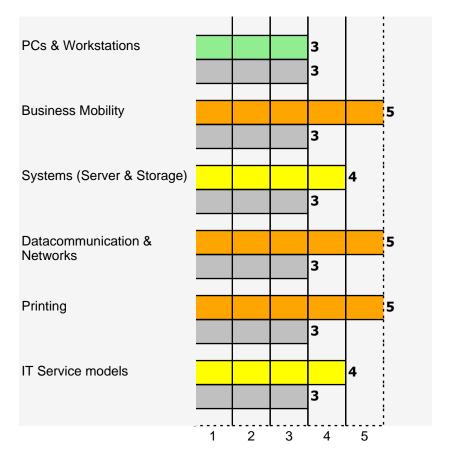
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D) IT cost efficiency

Applications



IT Infra & IT Service models



Maturity analysis

| (3.3.2014) | 1. PAST | 2. OUTDATED | 3. NORM | 4. MODERN | 5. FUTURE |
|-------------------------------------|---------|---|--|-----------|-----------|
| 1. Processes & Resource Planning | | | New ERP Evaluation (2015) | | |
| 2. Financial control | | No development project | | | |
| 3. Customer Relationship Management | | | Version upgrade (2014-H1) | | |
| 4. Business Intelligence | | | New DW Implementation, Master Data Governance Process implementation | | |
| 5. Messaging & Collaboration | | | MS Lync implementation, integrations to mobile switchboard and video | | |
| 6. PCs & Workstations | | | Adding, evaluating new platforms (2014-H1) | | |
| 7. Business Mobility | | | MDM Solution evaluation (2014-H1) | | |
| 8. Systems (Server&Storage) | | | A plan how to consolidate server and storage environment (2015) | | |
| 9. Datacommunication & Networks | | | Software Defined Network (2014-H1) | | |
| 10. Printing | | | Follow me -printing implementation (2015) | | |
| IT Service models | | Evaluation whether to outsource Service desk and workstation management | | | |



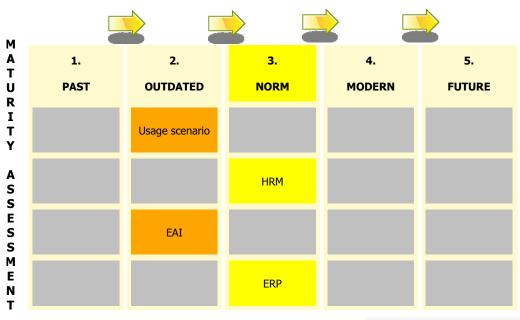
Solution - Map

| Solution area | Solution / Application / Business importance | (Deployment / Cloud model depl. / End of life span) | Satis- faction | Solution provider / Recommendation | |
|-----------------------|---|---|-------------------|---------------------------------------|-----|
| ERP | MS Dynamics AX / 5 | 2011 / - / 2016 | 3 | CGI | / 2 |
| Financials | As a service | 2006 / 2010 / - | 3 | Visma | / 3 |
| HR | Unit4 Agresso / 4 | 2012 / - / 2018 | 4 | Unit4 Agresso | / 3 |
| Payroll | As a service | 2006 / - / - | 3 | Visma | / 3 |
| CRM | SuperOffice / 5 | 2006 / - / - | 4 | SuperOffice | / 4 |
| BI | Cognos / 5 | 2008 / - / 2014 | 3 | ІВМ | / 3 |
| Web service | Own solution / 5 | 2007 / - / 2015 | 3 | Self | / 3 |
| Procurement | Basware / 4 | 2010 / 2010 / 2016 | 4 | Basware | / 3 |
| Project Management | Clarizen / 3 | 2012 / - / - | 4 | Self | / 1 |
| Document management | MS Sharepoint / 4 | 2011 / - / - | 2 | Self | / 2 |
| SCM | Oracle | 2010 / - / 2016 | | Self, LikeIT Solution | 1 |
| What next / Solutions | | | # of bu | usiness apps in total 45 | |



Processes & Resource Planning

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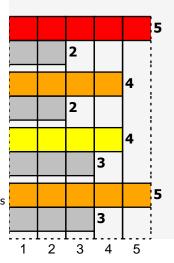
Functionality assessment

Our systems provide desirable support for all noteworthy business processes.

Our systems and applications are effectively integrated and serve our needs well .

The solutions we use offer good support for payroll, HRM & recruitment processes.

Our Enterprise Resource Planning (ERP) system supports the characteristics of our industry and real-time reporting.



Environment

| Solution area | Solution | Lifespan (Cloud schedule) | Satis- faction | Solution provider / Recommendation |
|---------------|----------------|------------------------------|-------------------|---------------------------------------|
| ERP | MS Dynamics AX | 2011 - 2016 | 3 | CGI / 2 |
| HRM | Unit4 Agresso | 2012 - 2018 | 4 | Unit4 Agresso / 3 |
| Payroll | As a service | 2006 - | 3 | Visma / 3 |
| Web store | Own solution | 2007 - 2015 | 3 | Self / 3 |
| SCM | Oracle | 2010 - 2016 | | Self, LikeIT Solution / |

| New ERP Evaluation | |
|--------------------|----------|
| Schedule | Phase |
| 2015-H1 | Budgeted |

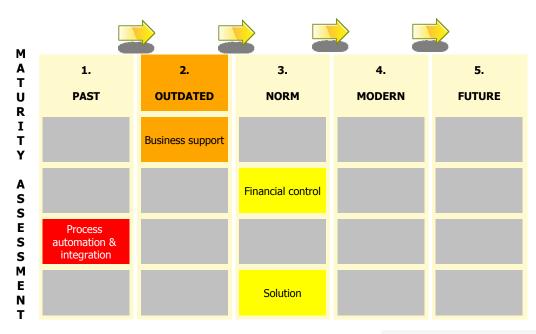
| What next / ERP (with green background) | | | | |
|--|--|--------------------------------|--|--|
| Electronic processes / Process automation Mobile workforce solutions | | Integration to other solutions | | |
| Extranet solutions Reporting | | New ERP solution | | |
| New systems / Se | | | | |

| What next / HRM (with green background) | | | | | |
|---|-------------------------|------|----------------------|--|--|
| HR-solution | Recruitment | | Workforce planning | | |
| Travel management | Working time attendance | | Data collection | | |
| New systems / Services | environment | | Payroll solution | | |
| Competence mana | gement | Char | nge to service model | | |
| Training manage | ement | | | | |

| Color codes of satisfaction and recommendation | | | | |
|--|------------|--------------|------|-----------|
| Poor | Inadequate | Intermediate | Good | Excellent |



Financial control Cape Rock Ltd



Environment

| Solution area | Solution | Lifespan Cloud schedule | | Solution provider / Recommendation |
|----------------------|--------------|----------------------------|---|---------------------------------------|
| Financial Control | As a service | 2006 - (2010) | 3 | Visma / 3 |
| Procure- ment | Basware | 2010 - 2016 (2010) | 4 | Basware / 3 |

Development project

N/A ?!

| What next / Financial Control (with green background) | | | |
|--|--------------|--|--|
| FC automation & electronic processes Process automation Reporting - BI | | | |
| Integration to other solutions | New solution | | |
| New systems / Se | | | |

| Color codes of satisfaction and recommendation | | | | |
|--|------------|--------------|------|-----------|
| Poor | Inadequate | Intermediate | Good | Excellent |

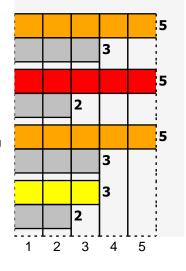
Functionality assessment

Our financial control system provides good support for all key processes.

Our separate financial control systems are effectively integrated.

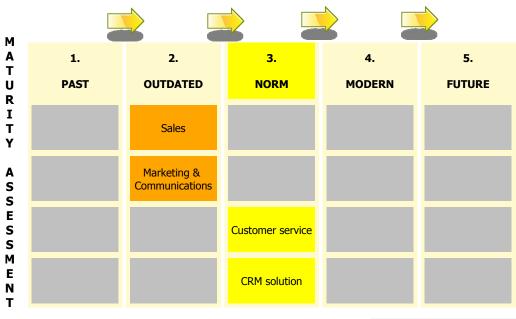
Our financial control systems offer first-rate tools for forecasting, reporting and business planning.

The service model of our Solutions offer excellent usability and care-free solutions environment.



Customer Relationship Management

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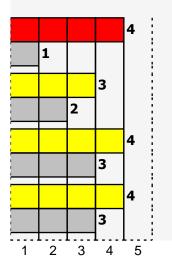
Functionality assessment

Sales management have good, working Dashboard views to help them manage sales.

Our CRM solution is integrated to Social media (own Enterprise, LinkedIn, Facebook, Twitter, \ldots)

A 360-view is easily available of all customers (sales, activities, appointments, agreements, projects, deliveries, ...).

Our CRM solution is easily and effectively used by Tablets and Smartphones



Environment

| CRM Solution / Satisfaction | Lifespan | Cloud Service -model's actuality |
|------------------------------------|-----------|----------------------------------|
| SuperOffice / 4 | 2006 - | |
| Solution provider / Recommendation | CRM users | |
| SuperOffice / 4 | 80 | |

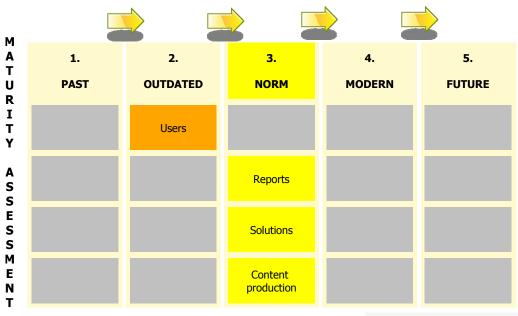
| Version upgrade | |
|-----------------|----------|
| Schedule | Phase |
| 2014-H2 | Budgeted |

| What next / CRM (with green background) | | | | | |
|---|--|-----------------------|--|--|--|
| Comprehensive customer view | Sales management | Contact / Call center | | | |
| Campaign management | Electronic marketing Activity reportin | | | | |
| New CRM solution | New systems / Services environment | | | | |
| Business Portal | Social Media integration | | | | |

| Color codes of satisfaction and recommendation | | | | |
|--|------------|--------------|------|-----------|
| Poor | Inadequate | Intermediate | Good | Excellent |

Business Intelligence

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Environment

| Reporting solution / Satisfaction | Life span |
|-----------------------------------|------------------------------------|
| Cognos / 3 | 2008 - 2014 |
| Cloud Service -model's actuality | Solution provider / Recommend rate |
| | IBM / 3 |
| Databases in use | DW platform |
| Microsoft, Oracle | MS SQL Server |

Development project

| New DW Implementation, Master Data Governance Process implementation | | | | |
|--|----------|--|--|--|
| Schedule | Phase | | | |
| 2014-H2 | Budgeted | | | |

What next / BI (with green background) New solution New Systems / Services environment Data Warehouse Big Data Master Data DB Optimization

Color codes of satisfaction and recommendation Poor Inadequate Intermediate Good Excellent

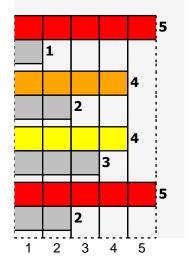
Functionality assessment

Our BI solution is offered / available to all.

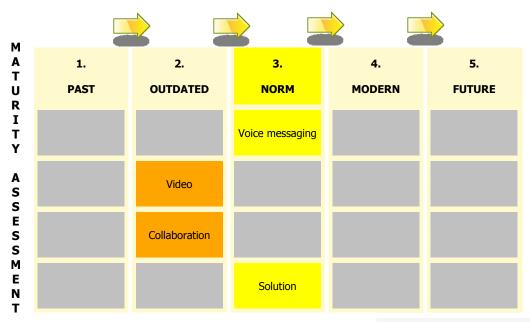
The data from different applications / solutions is easily combined for appropriate reports and views.

Business Intelligence data is utilized from centralized Data Warehouse.

Our BI solution serves various interest groups & stake holders (e.g. customers' views / reporting).



Messaging & Collaboration



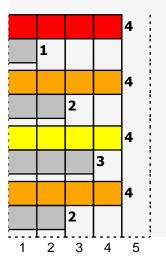
Functionality assessment

Our voice communication solution is integrated to our Messaging infrastructure.

We use a Unified Communication solution with voice, video, e-mail, conferencing and instant messaging functionality.

Our Document Management solution provides the functionality we need.

We utilize digital signage effectively in our marketing and internal messaging.



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Environment / Messaging

| Messaging platform | E-mail system | Web conferencing |
|-------------------------|----------------------------------|--------------------------------|
| No solution | MS Exchange | MS Lync |
| Msg. solutions provider | Cloud Service -model's actuality | Video conferencing |
| | | Polycom |
| | No. of digital signs (No | w / in 2 years): 1 / 11 |

Environment / Document management

| DM solution / satisfaction | Business importance DM lifespan | | DM solution provider / recommendation | |
|----------------------------|---------------------------------|-------|---------------------------------------|--|
| MS Sharepoint / 2 | 4 | 2011- | Self / 2 | |

| MS Lync implementation, integrations to mobile switchboard and video conference equipment | | | |
|---|----------|--|--|
| Schedule | Phase | | |
| 2014-H2 | Budgeted | | |

| What next / Messaging (with green background) | | | | | | |
|--|----------------------------|----------------------------|--|--|--|--|
| New voice messaging solution Telephone exchange services Email | | | | | | |
| Integration between solutions | Change to Service model | Business Social Network | | | | |

| What next / Video conferencing (with green background) | | | | | | |
|--|-------------|--------------|-------------------------------|--|--|--|
| Video utilization in web conferencing solutions | | | | | | |
| Integration between solutions | Change to S | ervice model | Video conference equipment | | | |
| Transform meeting rooms into Brainstorm rooms Conference room management | | | | | | |

| What next / Digital Signage (with green background) | | | | | | |
|---|----------------------------|-----------|--|--|--|--|
| Solution for internal messaging | Solution for | marketing | Adding targets / units in current system | | | |
| Integration between solutions | Change to Service model | | Replacing video projectors with Digital Signs (displays) | | | |
| Interactive presentatio | n devices | | Video projectors | | | |



User device -Map

| | | Installed ba | ase | New purchases | | |
|--------------------------------------|-----|---------------|------------|--|----------------------------|---------------------|
| Device type | # | Primary brand | Share % | | Vendor / Recommendation | Primary reasoning |
| Desktop | 110 | HP | 60 | HP (90%), Lenovo (10%) | Atea / 4 | Procurement process |
| Notebook | 400 | НР | 75 | HP (90%), Lenovo (10%) | Atea / 4 | Procurement process |
| Workstation | 10 | НР | 100 | HP (100%) | Atea / 4 | Quality |
| Thin client | 15 | Wyse | 100 | Dell (100%) | Several / 1 | Price |
| The total number of PCs and desktops | 535 | | | | | |
| Tablet & Hybrid | 100 | Apple | 60 | Lenovo (40%), Apple (40%), Microsoft (20%) | Telia / 3 | Vendor relationship |
| Mobile and smartphones | 500 | Nokia | 50 | Nokia (60%), Samsung (20%), Apple (20%) | Telia / 3 | Vendor relationship |

| Color codes of recommendation | | | | |
|-------------------------------|------------|--------------|------|-----------|
| Poor | Inadequate | Intermediate | Good | Excellent |



PC & Workstation environment

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М Α 3. 5. 1. 2. 4. Т **PAST OUTDATED NORM MODERN FUTURE** U R Ι Working scenario Т Υ Α Devices S S Ε S Applications S М Ε Usage & Ν management Т

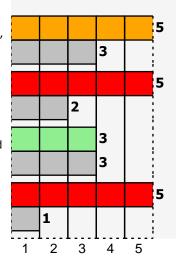
Functionality assessment

Users may choose the best device for their needs (Business-PC, UltraBook, Tablet, Hybrid, Power Workstation, own PC).

We offer users an opportunity to use Windows 8 devices as supported devices.

We offer our users location and device independence. (e.g. browser based and virtualized environments)

Our management & data security solutions support versatile device environment and ubiquitous Cloud service usability.



Environment

| Device type | # | Primary brand /base (share) | All brands & shares /new | Vendor / recommend | Primary brand reasoning |
|------------------------|---------|-------------------------------------|---------------------------|----------------------------|-------------------------|
| Desktop | 110 | HP (60%) | HP (90%), Lenovo (10%) | Atea / 4 | Procurement process |
| Note- book | 400 | HP (75%) | HP (90%), Lenovo (10%) | Atea / 4 | Procurement process |
| Work- station | 10 | HP (100%) | HP (100%) | Atea / 4 | Quality |
| Thin client | 15 | Wyse (100%) | Dell (100%) | Several / 1 | Price |
| # of PCs | (total) | PC annual volume / Renewal roadmap | | Standardized OS | |
| 535 | | 200 | | Win 7 | |
| Standardized Office | | Virtualization solution | | Protection solution | |
| Office 2010 | | Citrix XenDesktop | | Symantec | |
| Next OS (schedule) | | PC procurement model (Now / Intent) | | Satisfaction / environment | |
| Win 8 (2014) | | Buy / BYOD | | 3 | |

| Adding, evaluating new platforms | | | | |
|----------------------------------|----------|--|--|--|
| Schedule | Phase | | | |
| 2014-H2 | Budgeted | | | |

| What next / PCs (with green background) | | | | | |
|--|----------------|-------------------|--|--|--|
| New OS platforms Windows 8 migration Hybrids replace Notebooks | | | | | |
| Desktop>All-in-one New PCs | | Device management | | | |
| Security solution | Virtualization | False | | | |

| Color codes of satisfaction and recommendation | | | | | | |
|--|------------|--------------|------|-----------|--|--|
| Poor | Inadequate | Intermediate | Good | Excellent | | |



Business Mobility

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М Α 1. 2. 3. 4. 5. Т **PAST OUTDATED NORM MODERN FUTURE** U R Ι Т Devices Α Functions & applications S S Ε S Management S Ε **Policies** Ν Т

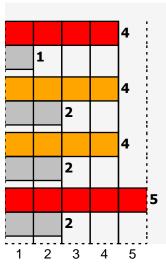
Functionality assessment

We've made an analysis and choice of recommendations for Business Mobility platforms (Apple / Google / Microsoft).

Users' files are securely and confidentially managed regardless of their physical location (EFSS).

Tablets are used as supported devices in chosen user profiles.

Our management & data security solutions cover mobile device environment and solutions & services usability.



Environment

| Device type | # | Primary brand /base (share) | All brands & share /new | Vendor / recommend | Primary brand reasoning | |
|---|-----|---|--|-----------------------|-------------------------|--|
| Mobile phones | 500 | Nokia (50%) | Nokia (60%), Samsung (20%), Apple (20%) | Telia / 3 | Vendor relationship | |
| Tablets | 100 | Apple (60%) | Lenovo (40%), Apple (40%), Microsoft (20%) | Telia / 3 | Vendor relationship | |
| Annual volume /Mobile phones | | | Mobile phones procurement model (Now / Intent) | | | |
| | 20 | 00 | Buy / BYOD | | | |
| Annual volume Tablets procuren /Tablets Intent) | | | nent model (Now / | # of tablets in 2 y | /ears | |
| 30 Buy | | / BYOD 300 | | 0 | | |
| Preferred device type | | No. of devices replace notebooks in 2 years (hybrids/tablets) | | Satisfaction | | |
| Hybrid | | | 100 | | 2 | |

Development project

| MDM Solution evaluation | |
|-------------------------|-----------|
| Schedule | Phase |
| 2014-H1 | Under way |

| What next / tablets: (with green background) | | | | | |
|--|-------------------|-------------------------|--|--|--|
| Pilot / POC | Platform choices | New devices | | | |
| Device management | Security solution | Application evaluations | | | |
| Application development | | | | | |

Business Mobility platform

| Google | | 3 | | |
|-----------|--|---|---|--|
| Microsoft | | | 4 | |
| Apple | | 3 | | |

Systems

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М Α 2. 3. 5. 1. 4. Т **PAST OUTDATED NORM MODERN FUTURE** U R Ι Т Servers Υ Α Storage & backup systems S S Ε S Capacity services S М Ε Monitoring & Ν management

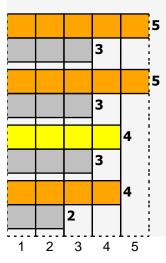
Functionality assessment

Our server and storage environments are effectively consolidated & virtualized.

Our centralized storage solution's resources are centrally managed and allocated.

We offer rapid, on-demand deployments of virtual systems to our business units / projects etc.

We utilize infrastructure as a service (IaaS) to provide flexibility in addition to our own systems' capacities.



Accumulated environments

| # of servers (physical / virtual) | Server brand /installed base | Server capacity as a service now % / in 2 years % | |
|--------------------------------------|---------------------------------|---|-------------------------|
| 20 / 105 | IBM (100%) | 40% / 90% | HP (100%) |
| Virtualization solution | on Protectio | n solution | Storage solution |
| VMware | MS Fore | efront | HP (2) |
| Storage brands in purchases | Backup solution | Size of full backup (TB) | Vendor / recommendation |
| HP (%) | Symantec | 15 | Atea / 4 |

Development project

| A plan how to consolidate server and storage environment | | | | |
|--|-------|--|--|--|
| Schedule | Phase | | | |
| 2015-H1 Scheduled | | | | |

| What next /Storage & Data management (with green background) | | | | | |
|--|-------------------------------------|---------------------------------------|--|--|--|
| Comprehensive plan | New system Service model cha (IaaS) | | | | |
| Big Data needs fulfillment | De-duplication | Support for Virtualized server system | | | |
| Backup solution | | | | | |

Satisfaction /environment

3

| Color codes of satisfaction and recommendation | | | | | |
|--|------------|--------------|------|-----------|--|
| Poor | Inadequate | Intermediate | Good | Excellent | |

Data Communications & Networks

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М Α 1. 2. 3. 4. 5. Т **PAST OUTDATED NORM MODERN FUTURE** U R Ι Т Corporate WAN Α LAN, WLAN S S Ε **Mobile Operator** S Networks S М Ε Monitoring & Ν management Т

Environment

| Offices in country / globally | Network operator / recommendation | Mobile operator / recommendation |
|-------------------------------|-----------------------------------|----------------------------------|
| 5 / 10 | Telia / 4 | TDC / 3 |
| Network HW vendor | Firewall implementation | # of SIMs |
| Atea | As a service (HP) | 600 |
| Base switch /purchases | Edge switch /purchases | WLAN Base Station /purchases |
| Cisco (100%) | HP (100%) | Aruba (100%) |

Development project

| Software Defined Network | |
|--------------------------|----------|
| Schedule | Phase |
| 2014-H2 | Budgeted |

| What next / Corporate WAN (with green background) | | | | |
|--|----------|--|--|--|
| Operator change / Capacity increase Connecting offices service tendering | | | | |
| Securing usability | Security | | | |

What next / LAN & WLAN (with green background) LAN redundancy development LAN capacity increase BYOD functionality Management solution WLAN redundancy development Maintenance services Application Performance Management

| What next / Mobile (with green background) | | | | |
|--|------------------------|-------------------|--|--|
| Operator change / service tendering | Capacity increase (4G) | Cost optimization | | |
| Security / management | New solution areas | | | |

Satisfaction /environment

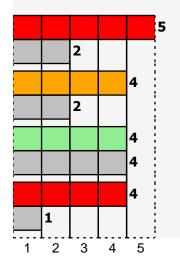
Functionality assessment

We can verify our network's performance per application (APM)

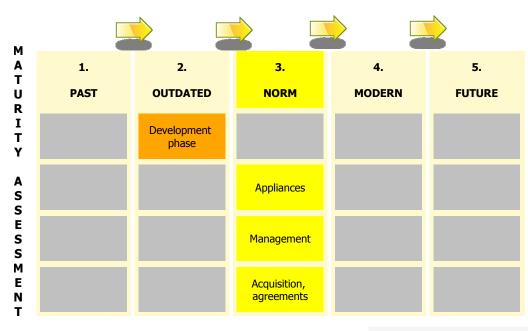
Our WLAN is comprehensive and offers same services as our LAN.

Our LAN's fault tolerance is easy to manage, offer continuous operations and adapts to needs easily

We can control application usage in our network based on both user and device profiles.



Printing Cape Rock Ltd



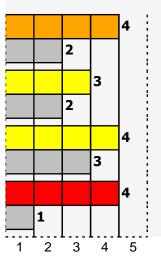
Functionality assessment

The number of devices is optimized and defined on demand basis by printed documents / materials.

By remote management (device management, problem solving, data security and reporting) we are able to control and improve our printing environment.

We recognize printing supplies' share of the total cost and purchase them effectively.

Our printing environment supports also mobile users (user device independent) and new user devices (smartphones, tablets).



Environment

| Device type | # | Primary brand /base (share) | All brands & share / new | Vendor /recommend | Primary brand reasoning |
|----------------------------|-----------|--------------------------------|-------------------------------|----------------------|-------------------------|
| Multi- func devices | 9 | Ricoh (100%) | Ricoh (100%) | Ricoh / 4 | Maintenance |
| Wkg printers | 20 | Brother (100%) | Brother (100%) | Atea / 3 | Quality |
| Personal printers | 50 | HP (80%) | HP (50%), Brother (50%) | Atea / 3 | Price |
| Acquired as a Service | | Devices | Supplies | Maintenance | |
| Multifunction devices (A3) | | Yes | Yes | Yes | |
| Workgroup printers (A4) | | Yes | Yes | Yes | |
| Personal printers | | No | No | No | |
| # of print | ers (tota | l amount) | Service agreement life span | | |
| 79 | 79 2015 | | | | |

| Follow me -printing implementation | | |
|------------------------------------|-----------|--|
| Schedule | Phase | |
| 2015-H1 | Scheduled | |

| What next / Printing (with green background) | | | | | |
|---|--------------------------------|--|--|--|--|
| Modernizing the device Change into service modernize base | | | | | |
| Tendering (devices) Tendering (supplies | | Tendering (supplies) | | | |
| Follow me printing | | | | | |
| cement Label Printing | | Label Printing | | | |
| | Modernizing ba Tendering | Modernizing the device base Tendering (devices) Follow m | | | |

| Color codes of satisfaction and recommendation | | | | |
|--|------------|--------------|------|-----------|
| Poor | Inadequate | Intermediate | Good | Excellent |

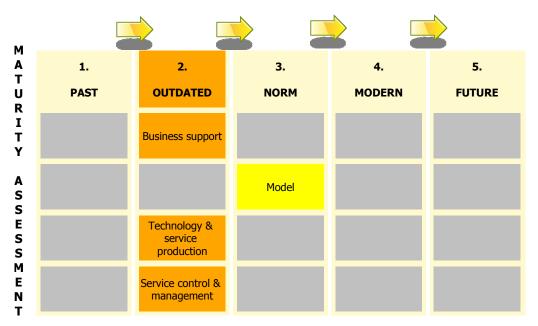
IT Services - Map

| Service area | Service model (Self / Outsourced) | Time for change | Management solution | Satis- faction | Service provider (external) /Recommend |
|--------------------------|---|-----------------|---------------------|-------------------|--|
| Workstation services | Self | 2015 | No solution | 2 | 1 - |
| Service Desk | Self | 2015 | No solution | 2 | 1 - |
| Mobile device management | Self | 2014 | ActiveSync | 2 | 1 - |
| Systems management | Outsourced | 2015 | MS System Center | 3 | Enfo / 3 |
| Capacity services | Self | 2015 | MS Azure | 4 | Microsoft / 3 |
| LAN management | Self | | НР | 4 | 1 - |
| Web Services | Self | | MS Azure | | Microsoft / 3 |
| ITSM | Self | | BMC Remedy | 3 | / 3 |

| Color codes of satisfaction and recommendation | | | | |
|--|--|--|--|-----------|
| Poor Inadequate Intermediate Good Excellent | | | | Excellent |



IT Service Models Cape Rock Ltd



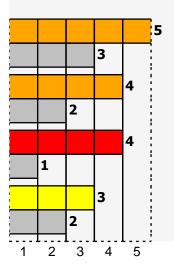
Functionality assessment

Mission - / business critical systems are secured by proactive monitoring & automatic fault recovery functions.

Solutions' service model has freed resources from systems & environment maintenance, solutions management and IT resource development.

Our IT infrastructure is managed with modern tools that cover the whole (network, servers, data security, workstations, mobile devices).

The capacity & cost of our systems environment scales rapidly and flexibly when needed.



Environment

| Systems management solution | ITSM solution | IT employees (own + other's) |
|-----------------------------|-------------------|------------------------------|
| MS System Center | BMC Remedy | 10 + 5 = 15 |

| Evaluation whether to outsource Service desk and workstation management | |
|--|----------|
| Schedule | Phase |
| 2015-H1 | Research |

| What next / IT Infra Management | | | | | |
|---|---------------------------|--------------------|--|--|--|
| Server Management solution St | | Storage Management | | | |
| LAN / WLAN management | Virtualization management | | | | |
| Mobile Device Management (MDM) | Workstation management | | | | |
| Pre-emptive device / appliance management | | | | | |

| What next / IT Service Management | | | | |
|---|---|--|--|--|
| Asset management (Hardware, Software, and Service) | Service Portfolio, Release, and Lifecycle management | | | |
| Service Order & Delivery Automation | Self Service Models | | | |
| Outsourcing of Service Operations | | | | |



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Roadmap of solutions development projects

| | 2014 | | 2015 | |
|------------------------------|--|--|--|-----------|
| 3.3.2014 | 1-6 | 7-12 | 1-6 | 7-12 |
| ERP | | | New ERP Evaluation | |
| Financials | | | | |
| HRM | Implementation of recruitment module | | | |
| Payroll | | | | |
| CRM | | Version upgrade | | |
| Supply Chain Management | | | New SCM Evaluation (part of ERP Evaluation project) | |
| Business intelligence | | New DW Implementation, Master Data Governance Process implementation | | |
| Web store | | | | |
| Procurement | | | | |
| Project management | Expand teh use of EPM tool in whole Group | | | |
| Document management | | New DM/Intranet solution in MS Office 365 environment | | |
| Mobile app | | | | |
| Color codes=phase of project | Research | Scheduled | Budgeted | Under way |



Roadmap of development projects

| | 2014 | | 2015 | |
|------------------------------|-------------------------|---|---|-----------|
| 3.3.2014 | 1-6 | 7-12 | 1-6 | 7-12 |
| IT management | | Project Management Office (PMO) Implementation | | |
| Messaging & Collaboration | | MS Lync implementation, integrations to mobile switchboard and video conference equipment | | |
| PCs & Workstations | | Adding, evaluating new platforms | | |
| Business Mobility | MDM Solution evaluation | | | |
| Systems (Server&Storage) | | | A plan how to consolidate server and storage environment | |
| Datacommunication & Networks | | Software Defined Network | | |
| Printing | | | Follow me -printing implementation | |
| IT Service Models | | | Evaluation whether to outsource Service desk and workstation management | |
| Color codes=phase of project | Research | Scheduled | Budgeted | Under way |

