

Ajilon

Company
Overview



Message from the MD

Welcome

Since joining Ajilon five years ago, I have seen this company go from strength to strength. Through the work of our talented consultants, we have seen unprecedented double digit year-on-year growth. And with significant plans to expand operations over the coming years, our vision is to enhance the experience of business and technology consulting as we establish ourselves as a premier consulting company across Australia.

In this overview we share our evolution, vision and purpose, illustrating the frontline benefits of our industry vertical model through capabilities and projects, as well as taking the opportunity to introduce you to our greatest assets – Ajilon's industry domain experts.

At Ajilon, we understand that to continue to grow and improve we need to evolve to meet a changing, often challenging market. It is this agility and pragmatism that has helped us forge successful, sustainable relationships with our clients and will prove instrumental in bringing our new three-year growth strategy to fruition.

2012 marks the first year of our new strategy, which will see Ajilon continue to build a strong and vibrant culture by nurturing open relationships between clients, consultants and our leadership teams.

The way I describe it to the Ajilon team is that our aim is to 'change the experience' of business and IT consulting. By demonstrating our company values of courage, pragmatism, care and agility in building

relationships, developing solutions and delivering business outcomes, we're ultimately more than just vendors – we become true business partners.

When I speak with our consultants or visit them on client sites, I am proud to see what they are achieving for our clients. These 650+ passionate individuals are the DNA that really sets us apart. They're the approachable industry experts who share knowledge, understanding and innovation to empower people and organisations.

Whether you are an Ajilon client, or a company considering engaging our team, I invite you to take a look through our company overview and discover how Ajilon is redefining the experience of business and technology consulting for the organisations we're privileged to be working with.

Warm regards

A handwritten signature in black ink, appearing to read "Ger Doyle".

Ger Doyle
Managing Director
Ajilon



Ajilon at a glance

Exceptional individuals have shaped Ajilon into a leading consulting force in systems integration and managed services across seven industry sectors. Courageous souls, pragmatic heads, caring hearts and agile hands apply real-world expertise to understand unique business challenges, deliver practical solutions and promote long-term sustainability of project outcomes.

Our reach

Across five Australian states, some 38 organisations in mining and logistics, oil and gas, government and utilities, banking and finance, manufacturing and telecommunications have experienced the Ajilon difference since our inception in 1996.

It's a difference that also empowers a diverse team of some 650+ industry strategists, innovators and operations experts to challenge conventional thinking and offer new perspectives that continually raise the best-in-class bar.

Meet the parent

We're part of the Adecco Group, a world-leading Fortune 500 global provider of HR solutions, with 35,000 employees operating in 6,600 offices across 71 countries. Leveraging their geographical presence and capabilities throughout Australia, companies have always felt secure in doing business with us.

People with vision and purpose

We're changing the consulting experience by listening, adapting and thinking strategically, rather than focusing solely on project completion. And you'll find us applying that same approach to achieving our own goals of growing revenue, balancing our portfolio and attracting and retaining more like-minded people to become Australia's No.1 local IT service consultancy.





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Ajilon staff's response to the question: 'What makes Ajilon different from its competitors?'

Excerpt from a recent Ajilon National Brand Survey
- independent quantitative research conducted by *The Brand Agency*.

Industry verticals stand the ultimate test

Operating an industry vertical model has brought measurable benefits direct to the frontline.

It allows our industry experts to apply their real-world knowledge, nurtures a greater understanding at all levels and creates focus on addressing the problems and challenges specific to each industry. In turn, that means our verticals are fast to deliver on the most complex bespoke solutions.

INDUSTRY	Mining & Logistics	Government	Banking & Finance	Oil & Gas	Utilities	Telecoms & Manufacturing
SPECIALISATION	Logistics & Scheduling Mining Operations Rail Operations Port Operations Shipping Operations Delay Accounting Asset Management Inventory Management	Lands and Infra Planning Licensing & Regulation Law Enforcement & Justice Health & Human Services	Wealth Management Health & General Insurance Merger Integration	Asset Management Shipping Operations Supply Chain Management Plant Operations Compliance	Asset Management Capital Works Retail Operations	Parts Management Retail Channels

Our offerings and capabilities have you covered

Across all verticals, we've established industry-focused service offerings and go-to-market capabilities that leverage multiple competencies to deliver best-in-class business and technology solutions.

Above and beyond that, we're continually developing capabilities and technical skills through our Solution Centre – building strength and passion in enhancing the consultancy experience. We'll tell you more about that later.

SERVICE OFFERINGS	Business Strategy & Transformation	Program & Portfolio Management	Managed Services	Technology Development & Integration	Business Intelligence & Information Management
CAPABILITIES	Business Analysis Enterprise Architecture Strategic Planning Business Process Improvement Business Change Management	Project Portfolio Management PMO Program Management Project Management Procurement PRINCE2 Training Vendor Management	IT Service Management Application Support IT Infrastructure Support IT Service Continuity / Disaster Recovery	Application architecture Product Selection Software Development Systems Integration Testing Security	Information Management Information Architecture

Projects in focus



	Mining and Logistics	Banking and Financial Services	Oil and Gas	Telecommunications
Challenge	A leading global resources company – Rail operating systems integration	NAB/MLC Fusion Program – Integration of wealth management platforms	Woodside – Mobility platform for field asset management	Telstra – B2B gateway connecting Telstra and FOXTEL to support billing and order management
	Supporting the expansion of the production target to 350 million tons per annum by 2015, Railroad Operations required assistance with business change and transformation, as well as the delivery of business process re-engineering and training in a complex multi-vendor environment.	The acquisition of Aviva by NAB/MLC gave the group two competing full-service investment platforms. Integrating operations and technology to consolidate these business units was deemed to be the largest and most complex investment platform migration ever in Australia.	Deploy mobility solutions to reduce operating costs, improve process quality and maintain asset integrity and ongoing compliance with Australian EEHA Standards.	Enhance the existing application gateway (VIVA Look-Up Tool, available to a limited number of consultants) to provide all Telstra Consultants across Australia with a real-time view of PayTV services supplied to addresses and customers.
	A 120-strong team delivered an overall systems integration methodology blended into client business processes with an attractive pricing model offering a mix of fixed-price, time and materials components. Back-to-back contracts with the solution vendors were also established to keep things running smoothly.	Deploying a team of project managers, business analysts, process analysts and subject matter experts, we took a risk-based approach, developing functionality to automatically administer the MasterKey Custom investment product on the Navigator Platform. Process analysts also coordinated documentation of 'To Be' business processes based on requirements.	Leading a cross-functional team of 15, we deployed intrinsically safe devices, wireless network and operational mobility solutions to capture and synchronise data from the field, providing inspection records for over 100,000 functional locations.	We delivered the gateway in three stages: analysis and validation of existing code to deliver augmented, updated code-level documentation; design and implementation of agreed software application enhancements, management and execution of CAT and stress volume testing; and provision of extended hours support.
	<ul style="list-style-type: none"> • Program and Project Management • Business Consultancy / Facilitation and Business Analysis • Organisational Change Management • Enterprise Architecture Services • Software Design and Implementation • Business Intelligence Services • Infrastructure Management • Business User and Technical Support Training • Technical and Business User Testing • Application and Post-go-live Support 	<ul style="list-style-type: none"> • Project Management • Business Consultancy / Facilitation and Business Analysis • Process Analysis • Subject Matter Expertise • Organisational Change Management and Business Readiness • Solution Architect 	<ul style="list-style-type: none"> • Program and Project Management • Business Consulting and Vendor Management • Business Requirements Analysis and Process Mapping • Organisational Change Management • Solution Architecture • Mobile and Web Application Design Consulting • Infrastructure Deployment Wireless Communications and Mobility Devices • User Acceptance Testing, Performance Testing and Defect Management • Training Strategy, Training Development and Delivery • Business Criticality Planning and Handover to Support 	<ul style="list-style-type: none"> • Business Requirements and Alignment to Solution Design • Design, Build and Test Project Management Firewall Changes (to expose the tool in Telstra third-party call centres) • Preventative and Scheduled Maintenance
Services	Completed ahead of schedule, the solution delivered efficiencies in the use of capital assets, streamlining business processes and reducing rail cycle time. Replacement of the legacy application also provided new features and capability to support growing business demands.	Successfully recovering two projects, we delivered over 200 business processes to varied business units across six program releases, significantly reducing complexities and the risk of administering instalment warrants.	Replacing a manual paper-based process with a mobility application provided a significant gain in business process efficiency, supporting growing business demands and increasing legislation for hazardous area operations.	After deployment, call centre managers reported improved customer experience, with a significant fall in order handling errors and a substantial reduction in call handling times.
Results	Jason Pentony General Manager – Mining and Logistics 0439 940 051 jason.pentony@ajilon.com.au	Annabel Flynn General Manager – Banking and Financial Services 0430 592 040 annabel.flynn@ajilon.com.au	Rod Crozier General Manager – Oil and Gas 0419 929 509 rod.crozier@ajilon.com.au	Bruce Mapelstone General Manager – Telecommunications and Manufacturing 0400 532 254 bruce.mapelstone@ajilon.com.au

Projects in focus

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	Government	Utilities
Challenge	WA Police – Multi-year managed services contracts (application support and project services)	Western Power – Asset management consulting services
Solution	Transitioning from a sole sourcing model to a multi-sourcing arrangement, WA Police required a partner who could lift performance and associated project delivery of the 120 core applications supporting its 7,000-strong, state-wide workforce. The partner was required to accept SLAs which imposed rebates on monthly revenue when performance fell below agreed levels.	Improving the end-to-end asset management lifecycle, with the aim of reducing public risk and meeting regulatory and growth targets.
Services	Over the course of three years, the Ajilon team has worked with WA Police to improve delivery assurance by leveraging acknowledged methodologies, including PRINCE2, MSP and ITIL. We delivered a range of quantifiable improvements in operational systems which have more than justified WA Police's decision to change its sourcing strategy. We also provided WA Police with the stable base it required to advance its ambitious capital program (including the introduction of new technologies such as ESB).	Providing management consulting services, our team assisted with policy development, planning, safety, operational, project planning, delivery partner planning and the establishment of cross-divisional alignment to achieve the client's business goals.
Results	<ul style="list-style-type: none"> • Enterprise and Solution Architecture • Systems Integration • Program and Project Management • Application Support and Development • Testing and Configuration Management 	<ul style="list-style-type: none"> • Program & Project Management (including engineering capital works) • Business Consultancy / Facilitation and Business Analysis • Organisational Change Management • Training and Competency Development • Business Process Improvement • Business Case Development
	In addition to a significant improvement on the previous sourcing arrangement, we've delivered major business benefit. Projects have been delivered to agreed budget, scope and schedule parameters (as well as 'non-negotiable' legislative timeframes). These have included the latest digital camera technology integrated with back-end infringement systems; an enterprise-wide upgrade of Oracle Forms; SOA design patterns; systems to deal with new legislation (Firearms, Immediate Disqualification Notice, Cannabis Management etc.); and prototyping community-facing mobile applications.	Improved business processes and management has delivered measurable savings and progress against operational delivery targets for Western Power and key partners. We continue to be re-engaged across multiple business divisions in this and other key operational areas.
	Murray Rosa General Manager – Government and Utilities 0412 328 001 murray.rosa@ajilon.com.au	David Smith Utilities Director 0437 587 767 david.smith@ajilon.com.au



	Manufacturing
Challenge	Toyota Australia (TMCA) – Replacement of Component Tracking System (CTS)
Solution	De-commissioning of the mainframe-based Component Tracking System required the development of a web-based application to perform the same functionality.
Services	Conducting intensive analysis workshops to understand business requirements and system functions, we applied Ajilon's A2B methodology to create an iterative development framework, ensuring the end product met user needs and expectations.
Results	<ul style="list-style-type: none"> • Business Requirements and Alignment to Solution Design • Design, Build and Test • End-user Documentation • Training Delivery • Project Management • Intranet Application Design, Development, Implementation and Go-live Support <p>Making component tracking reporting analysis and co-ordination (CTRAC) information accessible and visible via the intranet has facilitated the timely distribution and retrieval of part details and associated data, improving the end-to-end business process through all users.</p>
	Bruce Maplestone General Manager – Telecommunications and Manufacturing 0400 532 254 bruce.maplestone@ajilon.com.au



People make all the difference

Our people are our edge. Their real-world domain knowledge and experience; their technical skills and expertise; their caring approach and courageous spirit; their agility and pragmatism – it all makes for a very different consultancy experience.

How do we know we're different?

Because our clients tell us so! In fact, it's the reason many clients come back to work with us. So, understandably, we're all about putting people first.

Empowered people create a winning culture

Positivity is a powerful thing in business. You'll see the evidence in the way we challenge convention in pursuit of best-of-breed solutions.

It's in the way we care enough to say and do what we believe is right, rather than what's popular. It's in the down-to-earth way we collaborate and communicate to foster trust and understanding. And it's in the way we flex to fit, ensuring the right people are available to deliver on our promise with the right tailored solutions at the right time. That's the Ajilon Way.

What are great relationships made of?

An understanding, a shared vision, a connection, all nurtured by like-minded industry professionals from day one – that's what builds sustainable relationships. That's why we don't deploy an army of sales people to do our ground work. We start as we mean to go on, giving you the best-in-class for your business, providing the continuity to deliver consistent outcomes over time.

"Whether teaming to provide an outstanding client experience, or to meet a community challenge, Ajilon people are a formidable force – passionate, driven and fun!"

Gaynor Jones – Ajilon Commercial Manager

"It's good to be working with fresh-thinking, enthusiastic people who see the bigger picture and have the same level of community interest, both at an organisational level and a personal level."

**Lance Martin
Superintendent, Program Director Business
Technology Delivery
Western Australia Police**

Get online and get to know us a little better at ajilon.com.au



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Ajilon staff's response to the question: 'What is the single best thing about working at Ajilon?'
Excerpt from a recent Ajilon National Brand Survey
- independent quantitative research conducted by The Brand Agency.

Our Solution Centre: An investment in your assets

We established the Ajilon Solution Centre to make successful delivery repeatable. Here, our teams of experienced practitioners make delivery excellence their primary focus, providing training and development that ultimately add value to your project outcomes.

The formidable force of the Faculty

Our Solution Centre's team of trainers and subject matter experts delivered over 1,200 days of training programs and workshops in 2011 to develop consulting and technical skills across our team of over 650 staff. That officially makes us one of the largest accredited Prince2 training organisations in Australia.

Nurturing competencies

The Competency stream within our Solution Centre looks at how we can further develop our Service Offerings and Capabilities across each industry vertical to deliver best-in-class solutions. This creative community of industry practitioners shares methodologies, tools, templates, best practices and lessons learned with our consultants, delivery teams, account managers and, of course, our valued clients.

Delivery assured

Our national Delivery Assurance framework reports to the Executive team on a monthly basis, performing project health checks and reviews to ensure all programs and projects are delivered on brief, on budget and on time. This clear, uniform and transparent approach to project status reporting keeps controls, monitoring and metrics in place and our teams on track.

An industry focus on service offerings

While our consultants and Delivery teams are on the ground enhancing the consultancy experience, our Solution Centre is looking for ways we can develop our Service Offerings – leveraging our industry expertise to deliver solutions that meet evolving business and technology challenges.

Sales Operations

Managing the opportunity lifecycle and administering the Salesforce application, our Sales Operations team provides the account teams with pragmatic guidance in writing and delivering winning bids/proposals and maintaining reusable proposal content. In short, Sales Operations plays a decisive role in shaping the future of our business, essentially supplying the glue that holds many of our proposal efforts together.

Our competency areas

- **Business Strategy and Transformation**
Consulting assesses organisational capabilities, roadmaps and alignment of technology, programmes and business strategies.
- **Information Management and Business Intelligence** ensures the right information is delivered to the right audience to allow business decisions to be made.
- **Technology, Development and Integration** helps you leverage your investment in existing systems and take advantage of new technologies.
- **Managed Services** provides responsive managed services that adapt quickly to business and technology changes and deliver certainty of quality and cost.
- **Program, Project and Portfolio Management** ensures programs and projects are delivered successfully.



Q&A with our industry domain best-in-class

*Paul Wilkins –
Strategic Lead for Government and Utilities*

Q: What's your background?

A: I spent 15 years working in CIO roles, assuming responsibility for ICT at the Ministry of Justice, Curtin University and the Department of Planning & Infrastructure.

Q: How would you describe that real-world experience?

A: Typically, my ICT team size averaged 150-175 with a scope of work including the management of a large hybrid ICT infrastructure, highly dispersed networks, hundreds of bespoke applications and a development portfolio of 30 to 50 projects. Successful management of these required an understanding of public policy and a capacity to translate community service obligations and other legislative drivers into accessible and useful services for the public.

Q: What are your career-defining moments?

A: I'd have to say securing funding for the Ministry of Justice's five-year Strategic Information Plan and delivering it six months ahead of schedule. I also initiated the first major external review of Curtin University's ICT and secured the funding for an accelerated program of work over the ensuing two years.

Q: Why Ajilon?

A: Ajilon's assistance was invaluable in helping me deliver a bespoke driver and vehicle licensing system while I was working for the Department of Planning & Infrastructure (DPI). Their clear superiority to other ICT providers made it an easy decision to join the company when I left the public sector.

Get in touch with Paul
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*Anthony Williams –
Strategic Lead for Mining and Logistics*

Q: What's your background?

A: I've been involved in consulting for the mining industry for several years, more recently focusing on the development of strategies for two leading global resources companies.

Q: How does your experience add value to the current resources market?

A: At present, my primary focus is on converting the outputs of simulation models, which define multi-billion dollar investments, into clearly defined business architectures and technologies. Not only does this demand an understanding of the organisation's business drivers, but also the ability to converse with operations to bring the simulation into reality.

Q: What are your career-defining moments?

A: Using information from control and operational systems, the Ajilon team and I delivered a visualisation that gave a leading global resources company predictive capabilities for mine load-out utilisation. I was also involved with the delivery of business intelligence to Rail Operations, resulting in KPI drill down from management level to operational detail.

Q: Why Ajilon?

A: A number of consulting colleagues who I hold in high regard had joined Ajilon and, upon investigating this career move myself, I discovered a fresh, empowering consultancy that actively enabled change.

Get in touch with Anthony
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Jane Collyer –
Strategic Lead for Banking and Financial Services

Q: What's your background?

A: I found my success specialising in mergers, transition management and business transformation, with a focus on business start-ups and corporate re-structuring in the financial services industry. Along the way, I've gained extensive experience in project management, business development, client services and technology-supported operations in superannuation, retail, investment, equities and lending products, as well as the delivery of legislative change and compliance programs at strategic and commercial levels, both locally and internationally.

Q: Where does your real-world experience add real value?

A: Managing projects of unprecedented large-scale challenges and handling diverse cultural perspectives among onshore and offshore vendors with integrity, honesty and consistency has earned me the respect and trust of boards, customers, peer executives and team members alike. And where I'm able to add real value is in advising CEOs on strategic planning initiatives for business success, governance, compliance, risk-management and sustainability.

Q: What are your career-defining moments?

A: Where to start? Directing the largest, most successful merger in Australian superannuation history, without a warrantee issue; introducing the first business project unit at Macquarie Bank; and delivering over 100 significant projects in four years that resulted in increased productivity, 100% employee retention rate and significantly increased the bottom line.

Q: Why Ajilon?

A: I'd heard great things about Ajilon through my network and was formally introduced by an industry colleague.

Get in touch with Jane
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Peter Grant –
Strategic Lead for Telecommunications

Q: What's your background?

A: Originally trained as a professional engineer, my first international experience was in process control and SCADA system projects. A major utilities project in Victoria sparked my initial interest in professional project and program management practices. Since then, I've gained 20 years' experience across a number of sectors including emergency services, finance, industry, IT and telecommunications.

Q: Where does your real-world experience add real value?

A: My experience in the delivery of large projects ensures senior stakeholder management is a key consideration in any assignment. Projects and programs in vendor and customer roles have involved integrating the business practices and services of multiple suppliers across a variety of technologies, overseeing development of software systems, deployment of infrastructure and implementation of telephone and radio systems. More recent assignments have included preparing Telstra's customer-facing areas for the National Broadband Network rollout; the delivery of improved operational systems for FOXTEL from Telstra; and cost-saving and incremental revenue programs for areas including Telstra's supply chain outsource group, Brightstar. I also managed projects to modify Telstra customer billing processes and implement Sensis 1234.

Q: What are your career-defining moments?

A: Delivering cost-reduction initiatives that resulted in multi-million dollar savings for Telstra in their first year of operation. I also played a pivotal role in the creation of an outsourced emergency call-taking and dispatch centre in Victoria, developing and implementing third-party interfaces between the core system and external systems used by police, ambulance, fire services and telecommunications carriers.

Q: Why Ajilon?

A: I was approached by Ajilon to assist GE in addressing significant ACCC compliance issues with a number of credit card products. That was over twelve years ago, and I've never looked back.

Get in touch with Peter
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Jane Raffaele –
Utilities expert

Q: What's your background?

A: A decade of my 25-year career has been spent in the utilities sector, running business and IT projects and delivering IT consulting and support services. For the last five years, I've been providing support services and programs of work at the Water Corporation in WA, applying specialist knowledge gained in project and program development.

Q: Where does your real-word experience add real value?

A: Managing a portfolio that averaged 40 active projects, my work at Water Corporation spanned systems integration, applications and infrastructure. My area of specialisation here was in setting up programs and projects for success, giving me a thorough understanding of the challenges faced by utilities in meeting changing regulatory requirements and efficiency targets. And as a Program and Project Practice Management Lead for the past four years, I also have experience in training and mentoring experienced project managers in how to pragmatically define and effectively deliver projects.

Q: What are your career-defining moments?

A: Returning an inherited major program from red to green status for the Water Corporation was a steep learning curve. There were many core issues to be addressed and expectations to be adjusted, and it was great to see the team regaining confidence. Being part of their lead team for Branch Planning also made me realise how rewarding it is to take a leadership role and to instil a positive attitude in the workplace.

Q: Why Ajilon?

A: Ajilon's growing reputation for responsiveness and excellence in delivery made it a company I wanted to help lead into the future.

Get in touch with Jane
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Satish Varma –
Manufacturing expert

Q: What's your background?

A: I have a Bachelor's degree in Electrical Engineering followed by an MBA from the Melbourne Business School.

Half of my 19-year career in manufacturing was spent overseas, and for the first eight years of my manufacturing life I was part of the executive team, assuming manufacturing management and engineering management roles with responsibility for Opex and Capex budgets that accounted for 60% of the overall organisational budget.

After successfully setting up a small financial services business with my wife seven years ago, I made the transition to a consulting career with Ajilon, where I'm currently managing a series of manufacturing projects in Victoria.

Q: What was the scope of your real-word experience?

A: Managing a 150-strong manufacturing and engineering workforce, with teams across multiple-shift operations, the scope of my work spanned process improvement, manufacturing technology upgrades, ISO 9000 accreditation, OH&S, vendor partner performance improvement programmes and technology transfers to global customers.

Q: What are your career-defining moments?

A: Successfully delivering capital equipment and manufacturing process improvement upgrades to 50% of the global production line in just two years, which involved capital equipment manufacturers from the USA, Switzerland, Germany and Italy and a Capex budget of \$75 million. Since joining Ajilon, I've also delivered the full scope of three information security projects on time and on budget for a major telecommunications client in Melbourne.

Q: Why Ajilon?

A: I was referred by a friend who was also a member of the Melbourne Chapter of PMI and already enjoying success at Ajilon. I'll soon complete seven years here and can honestly say I've enjoyed every moment of Ajilon life.

Get in touch with Satish
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Bruce Newton –
Oil and Gas expert

Q: What's your background?

A: For 15 years I've been managing infrastructure, application development and cost project delivery for the finance, telecommunications, government and oil and gas sectors.

Q: How would you describe that real-word experience?

A: This combination of business and technical project management has meant engaging a wide variety of teams in taking a business problem and developing a business case, selecting, evaluating and then successfully delivering the solution into the business. For this, I've utilised an equally wide-ranging mix of methods and methodologies, from waterfall and agile delivery methods to change management techniques such as the Kotter process and Prince2.

Q: What are your career-defining moments?

A: Back in the mainframe days, I was tasked with completing a three-year system data migration and application development project in just 18 months. Managing a team of 30, we succeeded in migrating over 400 data interchange links between systems on schedule.

Q: Why Ajilon?

A: I'd seen Ajilon in action on some of the accounts I was working with as a vendor consultant. Impressed by their flexible, customer-focused approach, I decided to apply for a role.

Get in touch with Bruce
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Getting business mobile

As a nation, Australians are ahead in the mobile race, with consumer smartphone ownership estimated to be the highest in the world. Understandably, people are craving that ‘anytime, anywhere’ access to information in business too, but there are numerous barriers delaying progress and building frustration in the business environment. Responding to this challenge by developing a mobile service offering that removes these barriers, we enable your business to embrace and deliver mobile solutions.

Quantifying the business benefits of mobility

While demand is high, there's a limited understanding of how businesses can justify the investment in mobile solutions. Applying a strategic approach that utilises benefit realisation techniques, we help you align mobile solutions to your business drivers and quantify the associated benefits, such as savings through increased productivity. Above and beyond that, we've also reduced the entry costs by providing integration solutions that remove the need for expensive middleware software licence fees.

Simplifying integration by leveraging what's already there

Most available mobile integration solutions focus on a single vendor platform, which restricts the ability to integrate with business systems that operate on other platforms. Our integration solution addresses this issue by enabling mainstream mobile devices to integrate with business systems that operate on different platforms, for example, SharePoint document management and PeopleSoft human resource management systems.

Protecting data without the drama

What if an employee loses their business mobile device? How do we reduce the risk of corporate data loss? Mobile Device Management (MDM) software enables you to remote wipe lost devices and provides a platform to deploy mobile apps to internal staff.

Public mobile solutions for WA Police: Phase One

Challenge

Improve public communications across the world's largest single police jurisdiction by establishing a suite of mobile apps that raise awareness of relevant police services and news, deliver support in the event of a car accident and address the reporting and receiving of local crime alerts.

Solution

Utilising a strategic, business-driven approach, we developed three targeted mobile prototype apps:

WA Police Box app – Integrating with social media and news feeds to deliver up-to-date information on events and services.

Crime Stoppers app – Leveraging crowd sourcing capability and GPS functions to report and receive crime alerts.

Crash Support app – Delivering easy-to-follow instructions on what to do in the event of an accident. The app enables users to take photos, exchange driver details and identify the location of a crash.

Services

- Strategic Business Consulting
- Business Analysis
- Project Management
- Mobile App Development
- Mobile Architecture Design
- .NET Development

Status

This project is part of a multi-phase program of work to deliver numerous apps to the general public. The Project Initiation Documentation has been completed, including the high-level solution design describing how the apps will integrate with WA Police business systems using the Ajilon Integration Gateway. The next phase will take the Police Box and Crime Stoppers apps into production, enabling the public to download the apps from Apple iTunes and the Google Play app stores.

Presentations at national conferences has resulted in WA Police receiving a lot of positive feedback on the innovative approach to this project, with senior police from other states (including South Australia and Northern Territory) installing the apps to understand how they can support their strategic business needs.

David Hayward, Mobile Solutions Director
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Donating time is money well spent

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Our 'people first' focus extends way beyond the front door of our offices. Even in recent years of extensive growth at Ajilon, we've made time to sow back a little of what we've reaped with the introduction of our national community program, Care4Community.

Our parent company, Adecco Group, introduced the Care4Community Program throughout Australia and New Zealand to support foundations for impoverished or intellectually disabled children. As well as embracing this program, Ajilon's Care4Community team gives our staff the opportunity to support other community initiatives that are close to their hearts.

The Care4Community team has encouraged all of our staff and contractors to engage in charity events and community initiatives throughout the year, including Clean Up Australia Day, HBF Run for a Reason, Sydney to Gong Ride, Santos Great Bike Ride, City to Surf and MS Ocean Ride. As a business, we match all funds raised by staff participating in two nominated charity events each year.

What's more, every permanent member of staff is entitled to take one day of fully-paid leave per year to donate their time to an approved Community Volunteering Day activity. To date, our staff have found that warm and fuzzy feeling getting hands-on with Ronald McDonald House, Special Olympics and the MS Society, to name a few.

Every year, we also roll up our sleeves to coordinate an annual blood donation drive, supporting staff wishing to give up a pint as part of the Red Cross Club Red Blood Donation Program.

Looking beyond community, we're very conscious of our footprint on the planet and operate in sustainable, low-impact offices from all Ajilon locations.

For news updates on our recent activities, go to ajilon.com.au

Ajilon



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Let's talk

We like to describe ourselves as 'the accessible experts', which is why we've included the contact details of key domain professionals for each of our industry verticals. But of course, you can always call your local office for assistance at any time.

Sydney

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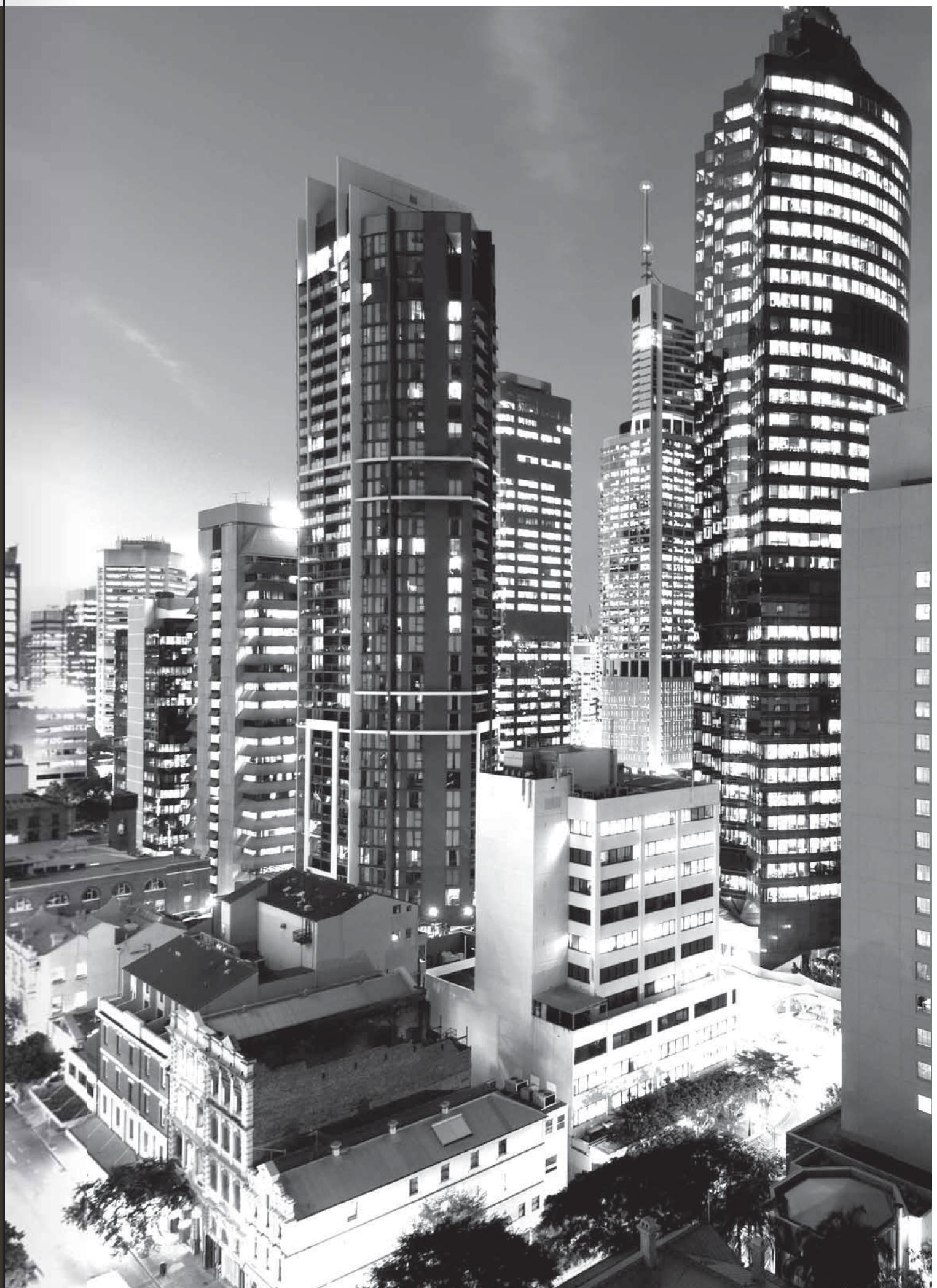
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