

WELCOME TO THE

NOVEMBER

BY  **virtuos®**



THE NEW YOU



NOVO

PRESENTING



fluidible





THE NEW
YOU BUSINESS =

NOVO



The end goal of people who go to fitness centers...

Is not an access to the equipment or trainers

It's to get in shape.





The overriding
reason people go
to their doctor...

Is not to obtain drug prescriptions

Is not a medical examination or therapeutic procedures

It is to get well.





Students' primary motive for going to college....

Is not to read a lot of books or visit library

Is not having their papers and exams graded by professors

Is not to have the classroom and all-around college experience

It is to gain skills or expertise or pursue a career.



Working for a
company as a
fresher or
experienced....

Is not to earn money, perks, and consider take-home package

Is not to have great office environment or comforts

Is not to seek great brand name or big turnover or staff.

Is to transform and become a "new you" .



The end goal of coming to office or for that matter doing a Job

Is not to attend the office or spend 8 hours as being mandatory

Is not meeting your colleagues, and spending some time on the floor

Is not to be in front of the desktop doing something

It's not to access some applications

It is to satisfy the needs of the Customers.



EVERYDAY YOU ARE IN THE OFFICE OR AT WORK FOR

ECOSYSTEMS



PLANNING & EXECUTION



RETHINKING MODELS



HELPING YOUR CUSTOMERS



HOW DO WE CHANGE AND BRING NOVO INTO OUR WORKING?

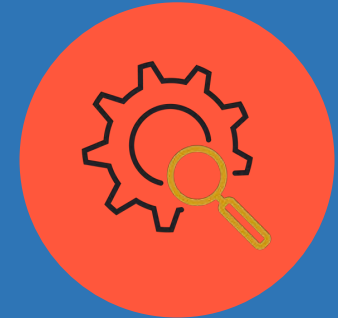
SPRING BACK INTO SHAPE



SUPPORT YOUR PHILOSOPHY THROUGH COMPOSITION



“ Why Do you become The New You.



For Being a
“Valuable” Asset
That only appreciates
and never depreciates.

”

By harnessing
Your Virtues
— the superpowers.





”

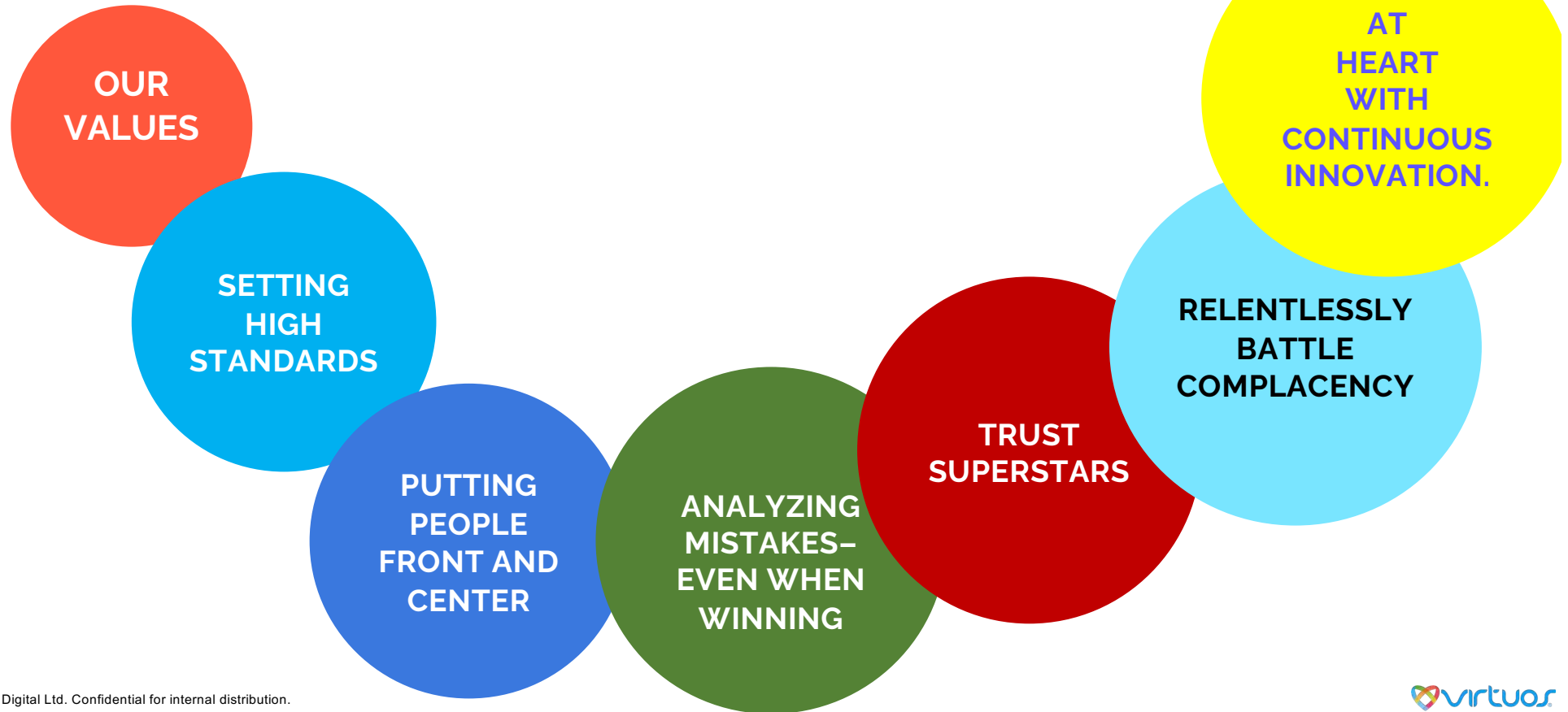
By Aligning Your
Values with the
Company's Values
— Value Structure.



”

By identifying
Key Priorities
— The To Do Part.

WHAT DO WE *Really?* STAND FOR?





WE ARE THRIVING
ON ONE THING...

TRANSFORMATION
OPPORTUNITY





How Transformations are unique.

What is Transformation? It's Everything.

Even though we're all filled with hopes, aims, and ambitions, significant change is incredibly hard to accomplish on our own.

There's an opportunity called – Transformation business, in which we partner with customers to improve fundamental aspect of their lives – to achieve a “new you”

NOVO
MEANS
TRANSFORMATION BUSINESS



1 Selling a distinct economic offering

Welcome to the Experience Economy (Exonomy)

Companies and economies create more and more value as they shift from selling commodities to manufacturing goods to delivering services to staging experiences.

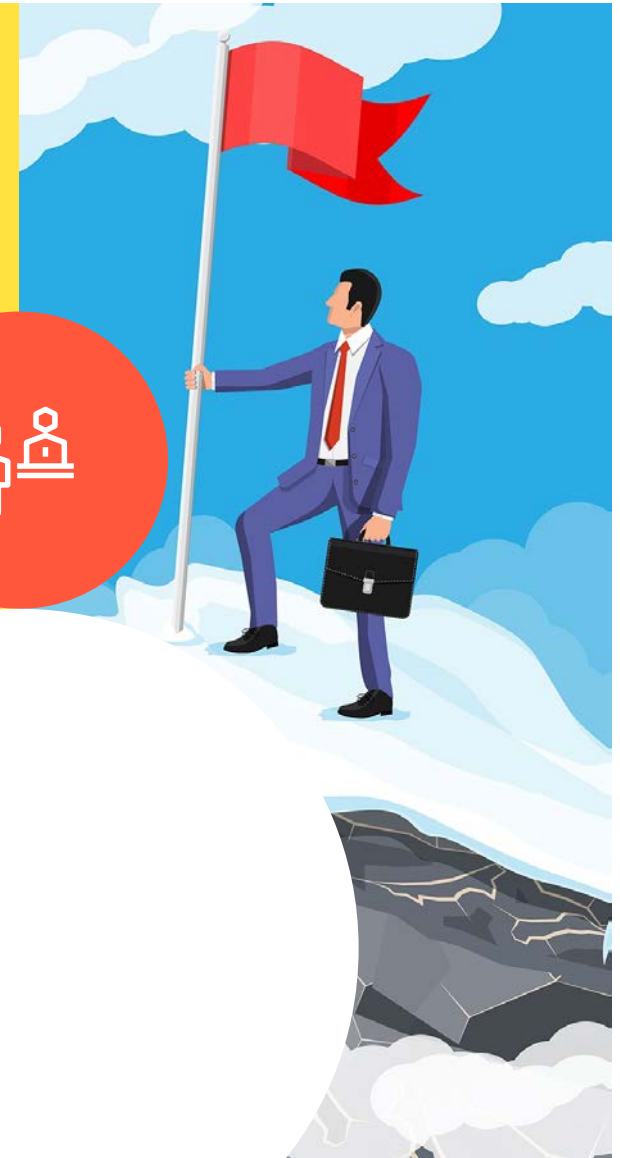
Transformations extend this progression to the fifth level, where companies help customers achieve major change.





2 Focusing on the Customer's success

- How customers experience desired results?
- Are these goods, services, or experiences?
- What's the customer's definition of success?
- What guides a company to compete on transformations?





Commitment – if
you fail once, the
experience is big
Zero.



True Transformations Require Composition.

True transformations not only require “complete” solutions but composability

- Composable Thinking
- Composable Architecture
- Composable Technologies



Having a
solutions
mindset.

3



Let's define
what's a
successful
Transformation?



Three
Step
Process



Ascertain the Jobs to be done.

1

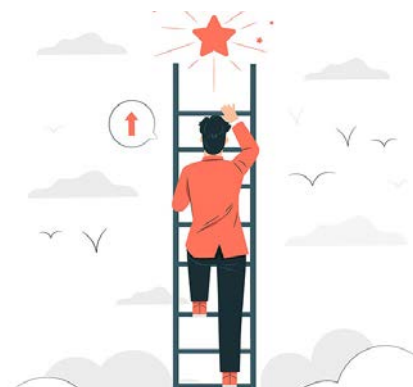
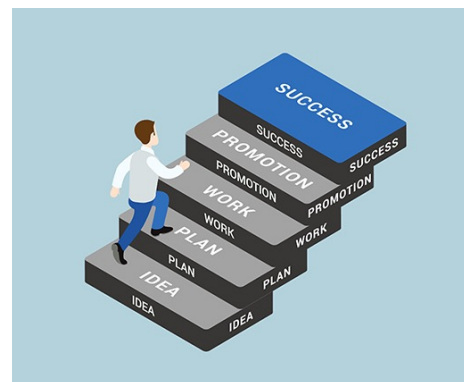
These jobs fall into four categories

- **Functional Jobs** represent a goal or a task the customer is trying to accomplish
- **Emotional Jobs** address the feelings (empowerment, being appreciated)
- **Social Jobs** concern how an individual wants to be perceived
- **Aspirational Jobs** sit at the highest level of what motivates people

2

Define the success along the way

Employees must spend time interacting with customers to understand what success looks like at every point along the transformation journey





NOVO
THE NEW
YOU

Identify the barriers to the Customer's Success

3



These barriers exist in
three primary domains

- Resources (available offerings, time, budget)
- Customer Readiness (skills, motivation, clarity)
- Context (when and where things are done)

Designing the Offerings In Five Steps....



Transformations aren't produced in a factory or placed on a shelf in a store; they are achieved in partnership with the person being transformed

Once the company has ascertained **"JOBS TO BE DONE"**; defined **"SUCCESS AT EVERY STAGE IN THE JOURNEY"** and identified the **BARRIERS** that must be overcome.



1 Integrate Solutions

Transformation involve "integrations".

The integration of "people, technologies, offerings, services, products, and experiences"



If anything is missing in the integration, then it's not called the "solution".





NOVO
THE NEW
YOU

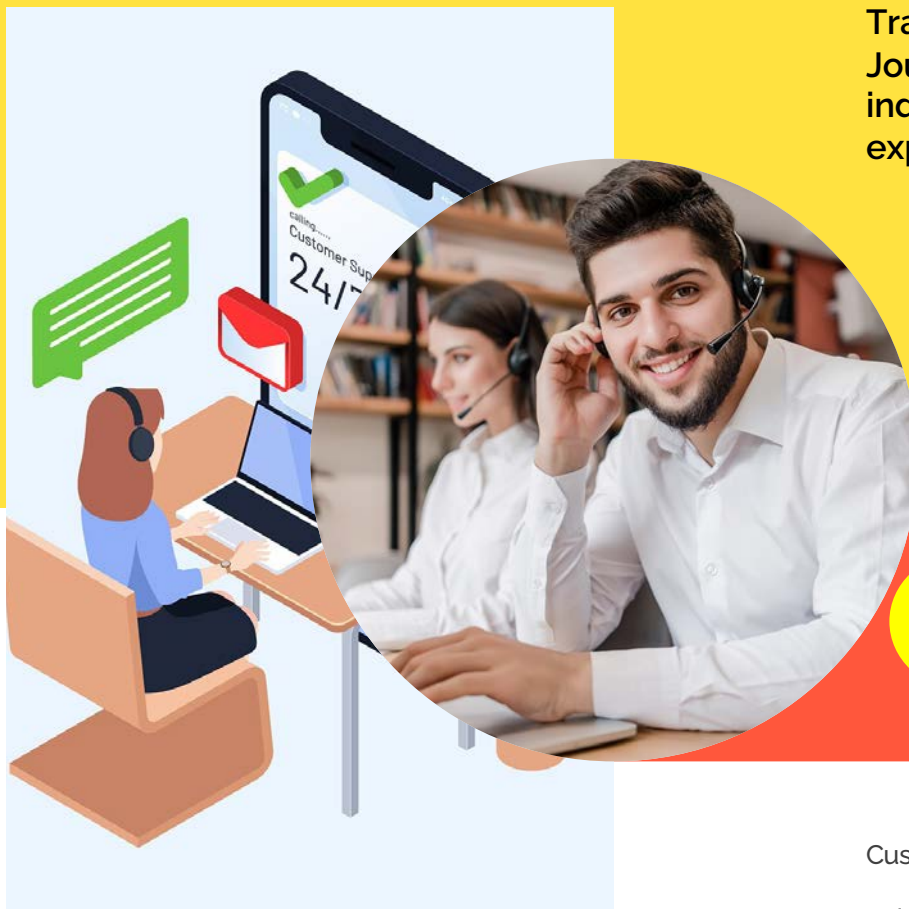
2

Engage each customer as an essential partner

Design the journey to guide, and equip customers for their role in a transformation

Company's role in transformation is guided by the "Solution Mix" and acting as true partner with people (committed, loyal and honest), processes (dynamic, robust, and agile), trust (transparency, integrity, and reliability), and technologies (composable, Low-code no-code and adaptable)

Transformation
Journeys are
individual
experiences



3

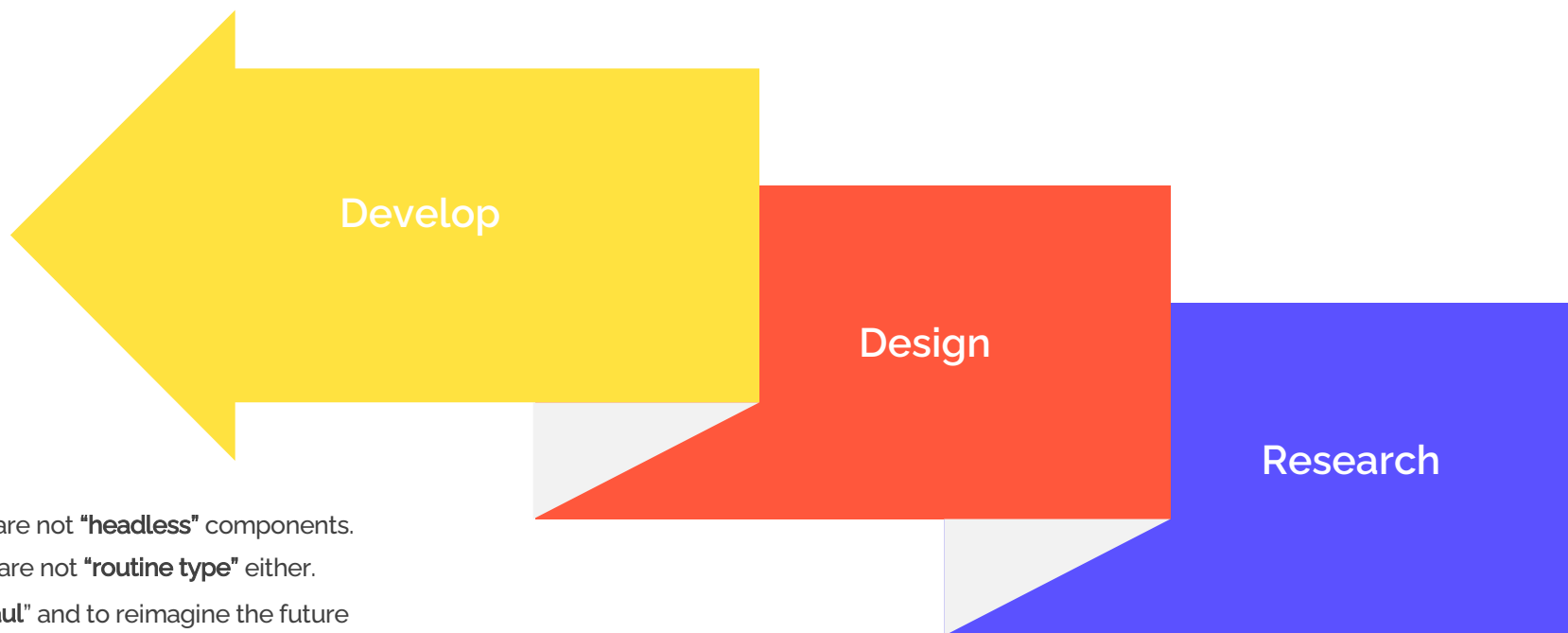
Provide customized
and personalized
support

Customized support and guidance according to each person's
unique situation, preferences, motivation, and skills.

Work is Flow

4

Support the full range of jobs to be done



Today's developers are not **"headless"** components.
Today's consultants are not **"routine type"** either.
They are for **"long haul"** and to reimagine the future
for customers.

5 Charge for the outcomes

True transformation is beyond charging for licenses, services or experiences.

This is about how we build offerings, and how they align with customers' expectations. How customers value "the relationship" and benefit from the offerings.

These are Transformational Outcomes.





If organization is falling behind, it
needs to change its tactics, change its
pace, or change the players

Change is Constant

The only thing constant is change.

Working Together, To Create Something New in FY23.

THE NEW
YOU



You Always Do

Your primary skills, deep expertise and Passion to succeed.



You can do...

Your secondary skills, and active contributor to the success.



You may do....

If required, you will re-develop new skills to meet the customer expectations.



Working Together, To Create
Something New in FY2023.

Introducing NOVEMBER Factor



The future-fit employees
have "life-long" safety
because we want
employees to be true
owners of success.

NOVEMBER Is our FutureFit Program, Where you become
Brand New and Amber — Amber is used in business
management to indicate a status of work



Quantum LEAP Performance



THE NEW
YOU

Ideas can change the life, and transform the world.

We know from hundreds of
Examples where a "simple
idea" transformed the
world.

THINKING

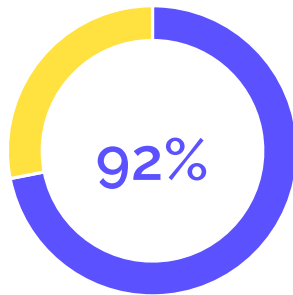


OPPORTUNITY



Digital Statistics

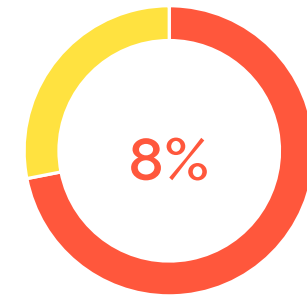
DON'T HAVE
DIGITAL TRANSFORMATION
IN PLACE



*Global. In India, the 2-3% companies have gone for digital transformation



EARLY ADOPTERS OF
DIGITAL TRANSFORMATION



Every Business will be Digital Business. Every Business will Embark on "Business 4.0" concept

visit www.business4.com

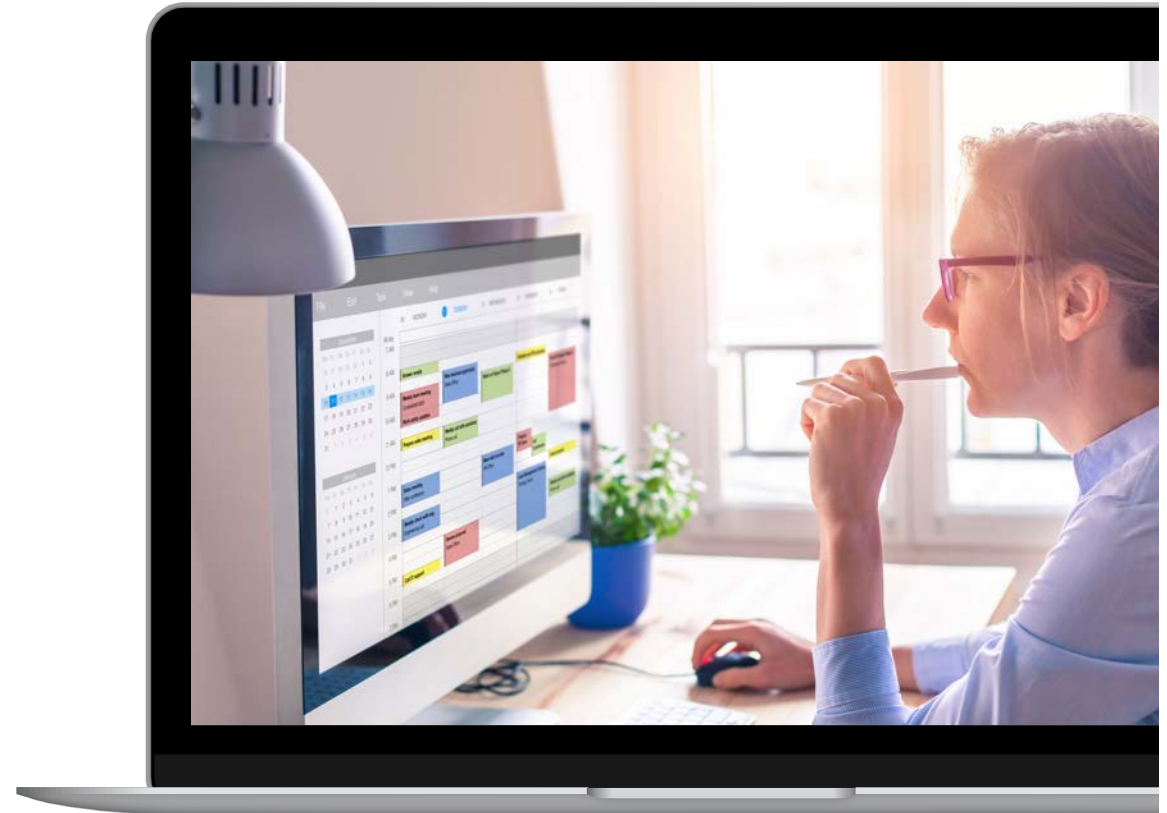


EXECUTION

Building brands
with purpose and
passion.

Introducing...

NEXORAMA



YOU
WORK WITH

CUSTOMERS— TO DELIVER CX
PARTNERS — CO CREATE VALUE

YOU
ARE CONGRUENT
WITH THE GOVERNANCE

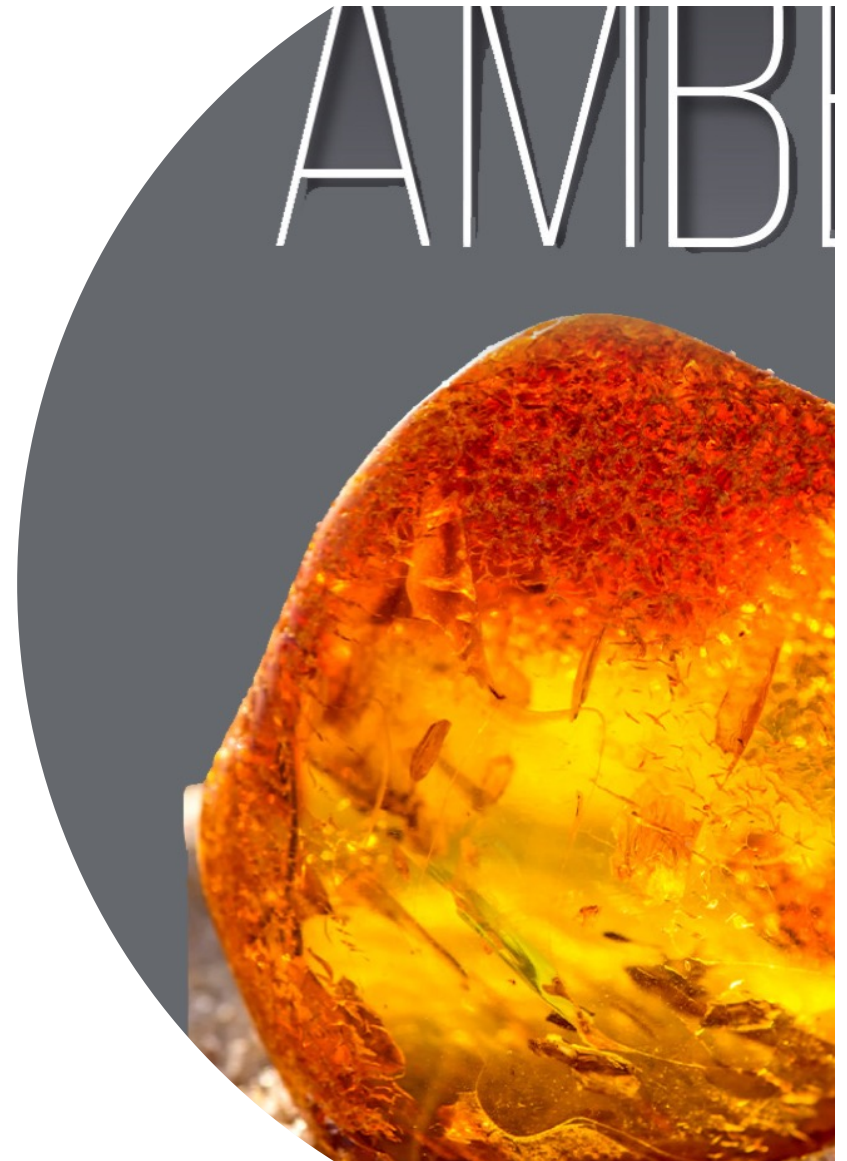




NOW WE HAVE CREATED NOVEMBER ACTION PLAN.

HOW DO YOU BECOME "NOVO"

WHAT'S YOUR AMBER?



IMPLEMENTING NOVOMBER

**INTEGRATION
OF
SOLUTIONS**

**ENGAGEMENT OF
CUSTOMERS AS
PARTNER**

**CUSTOMIZED &
PERSONALIZED
HELP**

**FULL RANGE
OF JOBS TO
SUPPORT**

**CHARGE
FOR THE
OUTCOMES**

People	Solution Mix	Unique Situation	Create New	Building
Technologies	Differentiation	Preferences	Design	Landing
Services	Processes	Motivation	Develop	Expanding
Products	Technologies	Skills	Research	Billing
Experiences	Trust (As A Partner)	Competencies	Deliver	DeRisking

WHAT'S NOVO (NET NEW) AND WHAT'S AMBER (WOW)

MY
NOVEMBER

IS ALSO CALLED

NEXORAMA

nexorama.com



THANK YOU