

What our clients say about  
NXTmove:

*"We were amazed with the accuracy of the software and the fact that the analysis of the entire business was completed in a matter of hours. We would recommend that every business affords time to undergo the analysis."*

Systems technology company serving  
the aerospace and defence industry

*"The leadership team went through a company design audit with PwC using the NXTmove system. The report gave the leadership team strong recommendations on how to improve on certain aspects of the business. It was easy to read, and project recommendations were practical and very clear. We recommend this process to any leadership looking to embark on a critical assessment of the design of their business."*

Large consulting engineering company

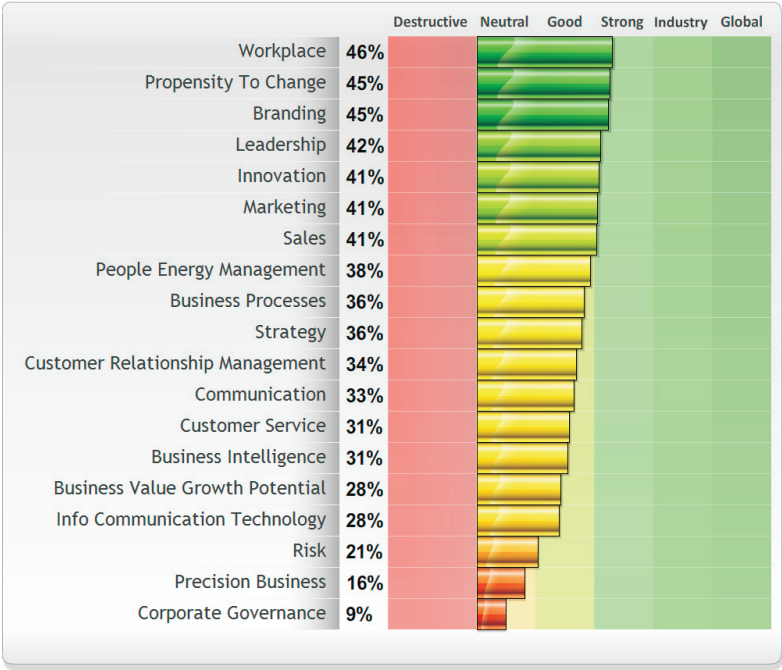
*"The NXTmove session was valuable in challenging our way of thinking and providing us with ideas."*

Large family-owned business

*"I am impressed with the system's intelligence and the way the questions were handled. Personally, I found the handling of the questions, as well as the discussions more valuable than the report itself, as it poses various options that can be evaluated. The day provided a basis for certain aspects that management will certainly discuss again."*

Diversified organisation in the agri sector

Example of a benchmark graph (from NXTmove)



PricewaterhouseCoopers provides industry-focused assurance, tax and advisory services to build public trust and enhance value for its clients and their stakeholders. More than 146 000 people in 150 countries across our network share their thinking, experience and solutions to develop fresh perspectives and practical advice.

Contact us

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For more information visit [www.pwcnextmove.com](http://www.pwcnextmove.com)

Powered by

**NXT**move™

# The future-proof organisation

## Preparing for business eventualities



In today’s business world, it’s the companies that effectively harness technology and use it to their advantage that will reap the benefits. PricewaterhouseCoopers (PwC) makes use of the advanced NXTmove technology platform to assist clients to future-proof their companies, effectively identifying opportunities and planning for a variety of business eventualities.

What is NXTmove?

NXTmove is an online business assessing tool used successfully by PwC on clients of various sizes and profiles. NXTmove offers access to real-time, systematised, objective intelligence with unparalleled capability: the future of consulting.

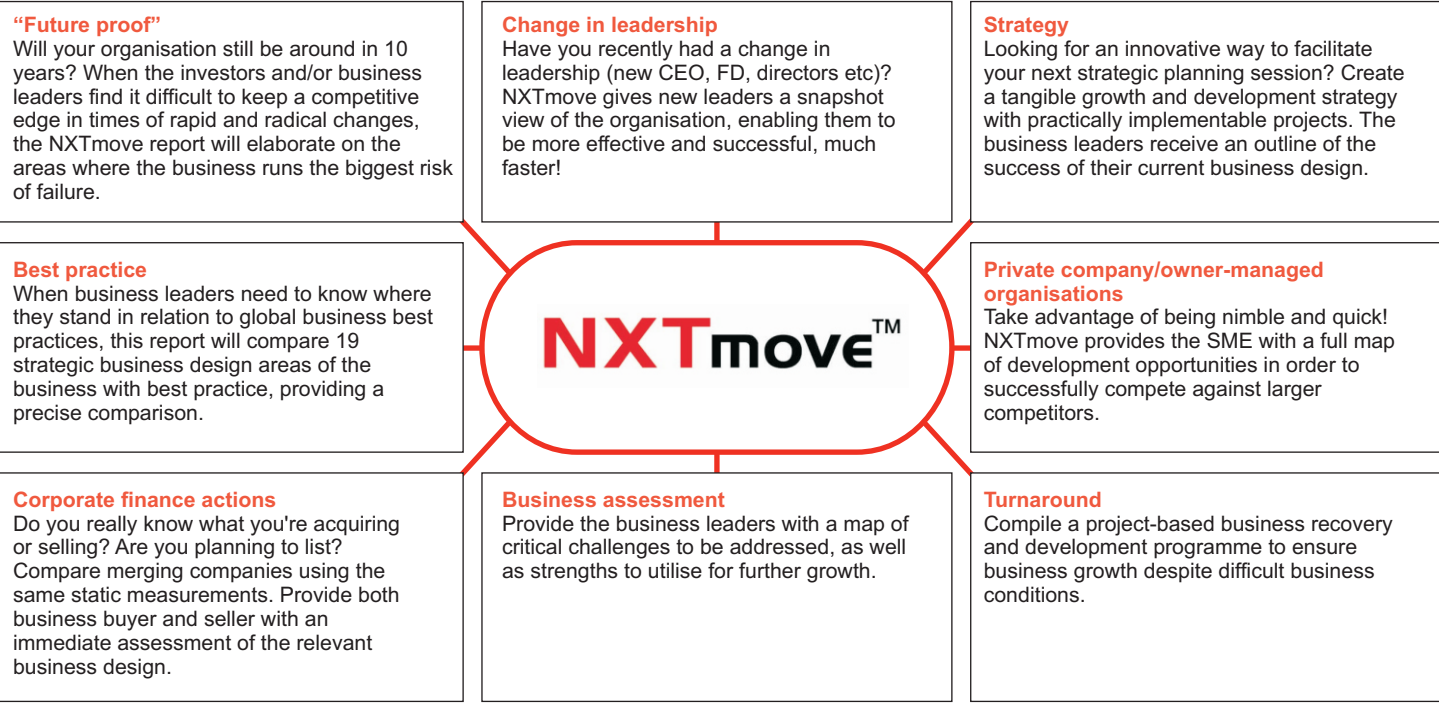
- Based on future business principles and an artificial intelligence framework, NXTmove will empower you to:
- assess your business within one day;
  - adopt stronger thinking towards future business;
  - engage in extreme learning;
  - create project roadmaps to take your business to the NXT level;
  - interact with the intelligence in real-time; and
  - compare your business against global best practice.

What makes NXTmove different?

A process that could take up to six months can now be done in four to six hours, significantly cutting down on the upfront investment time to get to know an organisation. The time of highly-skilled consultants can be used to change and develop the business, instead of assessing its functions and corporate design. Project teams can start working and deliver profitable results before the process gathers negative energy.

Who would benefit from NXTmove?

PwC makes use of NXTmove to assess the organisational design of various types of businesses. Typical issues that are assessed could include:



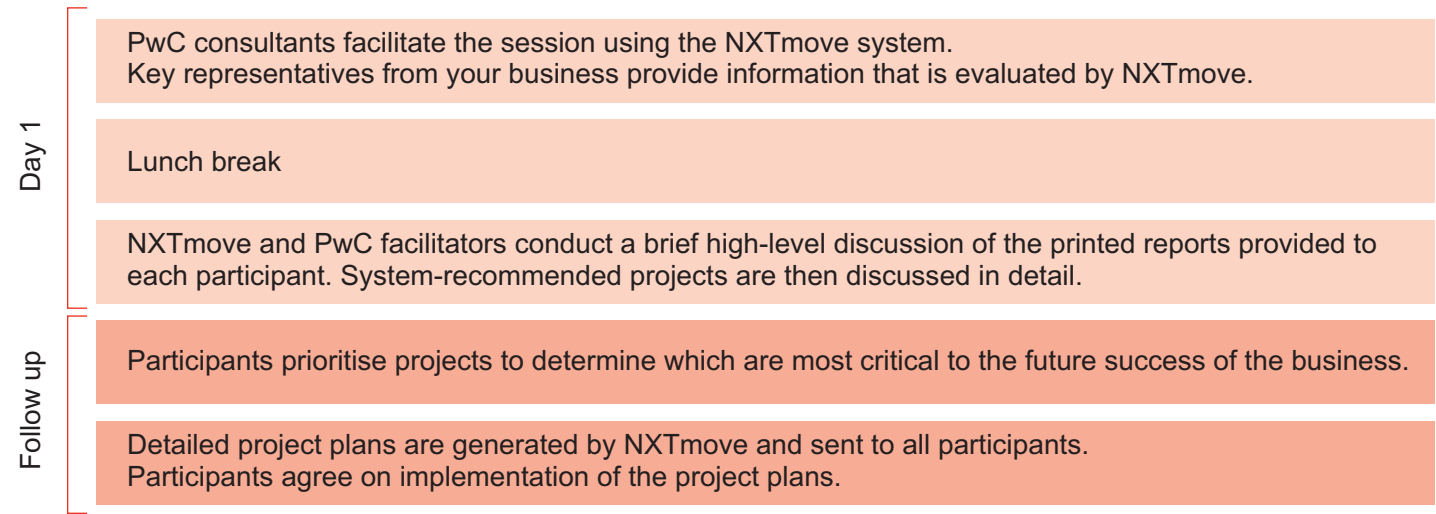
How NXTmove works

NXTmove is a web-based tool using technologies of fuzzy logic and artificial intelligence to assess the organisational design of a business against over 60 million permutations, benchmarking it against 19 areas of ‘global best practice’.

NXTmove goes beyond the limitations of traditional statistics. Included in NXTmove are various complex domain sets. In combination with fuzzy logic sets, NXTmove can assess the organisational design in detail and gain deep-level insight into the way the business operates and the challenges it experiences in relation to its complex domain. NXTmove can also pinpoint key ways in which the business can move forward and make the appropriate recommendations in all areas of the business – in particular the weakest areas.

The NXTmove experience

The following diagram shows how your business will be assessed within one day using the NXTmove system. This process is highly engaging and challenges conventional business thinking.



Examples of typical NXTmove questions:

**Question 7**

Does this business have people employed that could be regarded as leaders in their field of expertise?

Do you employ highly specialised people against the current and future needs of the business

- ☐ Yes, we have sufficient specialists employed.
- ☐ Yes, we have specialists employed, but not enough of them.
- ☐ No, we don't employ specialists.
- ☐ We don't employ specialists, but we make use of consultants as specialists.

PROGRESS: [Progress bar]

BACK STOP/PAUSE NEXT

**Question 19**

How many seniority layers are there in the business?

Seniority is defined as your relative position in the power ranks of the business.

- ☐ Six or more.
- ☐ Four to five.
- ☐ Three or less.
- ☐ We apply the rules of seniority according to the need.

PROGRESS: [Progress bar]

BACK STOP/PAUSE NEXT

**Question 23**

What systematised/structured information do you have about your people?

- ☐ Skills register (experience and qualifications).
- ☐ Employee needs profile (what are the needs of the employees?).
- ☐ Culture composition of your workforce.
- ☐ Employee development gaps.
- ☐ Frustration bank (top 20 critical things in the business that frustrate your people).
- ☐ Social and sport behaviour.
- ☐ Other.
- ☐ None of the above.

PROGRESS: [Progress bar]

BACK STOP/PAUSE NEXT

**Question 33**

Which of the following channels do you regularly use to market to your customers?

- ☐ Internet.
- ☐ SMS campaigns.
- ☐ Email.
- ☐ Cross-selling through outbound telephony campaigns.
- ☐ Personal one-to-one marketing.
- ☐ Precision events (e.g. sporting events, breakfasts, conferences, exhibitions and other).
- ☐ Audio, audio-visual channels (e.g. TV, satellite, big screen events, radio, etc).
- ☐ Print Media (e.g. newspapers, pamphlets, brochures, magazines, billboards and so on).
- ☐ None of the above.
- ☐ This is not applicable to our business/industry.

PROGRESS: [Progress bar]

BACK STOP/PAUSE NEXT