BizTek ACCELERATORS
STRATEGY · LEADERSHIP · GROWTH

EXTENDED SERVICE

12 BizTek BTM Solutions

Business Technology Management: process first, product second.

Technology should fit your business process — not the other way round.

BTM Solutions is BizTek's separate, firewalled arm for supplying equipment, software and integration. We always start from your business process, never from a product catalogue: we map the process, write the requirement, and present three options — at least one of which BizTek does not sell. Our margin is disclosed on every quote.

WHO IT'S FOR

- Companies whose systems don't fit how they work
- Plants adding equipment, automation or software
- MSMEs that want one accountable partner from choice to benefit
- Clients of BizTek PMC who opt in to a BTM bid

WHAT YOU GET

- A process map and a clear User Requirement Specification
- Three options, at least one not supplied by BizTek
- Supply, installation and IQ/OQ qualification
- Training for your users and maintenance team
- A 90-day benefit report against agreed goals
- Annual maintenance and support

WHY BIZTEK

Process first
We map how you work before we propose anything.

Three options
At least one is a solution BizTek does not sell.

Disclosed margin
Our seller identity and margin are on every quote.

Advice wins
A firewall keeps BizTek's advice independent of BTM sales.

PACKAGES

BTM Study Credited against your order	Process mapping, URS and three options, ready for a decision.
Equipment Supply & Installation Turnkey	Supply, installation, IQ/OQ qualification and training.
Software & Integration Systems	Business software selected, configured and integrated with your processes.
Open-book Supply Transparent	Supply at cost plus an agreed, disclosed margin.
AMC & Support Ongoing	Annual maintenance and support after installation.

OUR PROCESS

1	2	3	4	5	6	7
Process map How you work today	**URS** What you need	**3 options** One BizTek doesn't sell	**Supply** Disclosed margin	**Install** IQ / OQ	**Train** Users and maintenance	**90-day report** Benefit delivered

SOLUTION AREAS

Production & test equipment · Automation & robotics · ERP & MES · Quality & traceability systems · Energy & utility monitoring · IT infrastructure · Lab & inspection equipment

WORKS WELL WITH

07 Technology & Vendor Sourcing for fee-only, independent advice · **02 Project Management** to install within the project plan · **10 BizTek Academy** to train users and maintenance teams.

Start with a conversation.

Fees are scoped for each engagement after a short Client Understanding discussion. Tell us what you need and we will propose the right package.

THOUGHT LEADERSHIP Free #BuildItRight insights, webinars and Project Clinics

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