

Company Synopsis

The neXco philosophy is based on networked global expertise focused on real business opportunities and real world feasibility in the digital economy.

We see our society moving to a higher degree of differentiation. Social values are shifting, technology induced changes are increasing, collaboration and network relationships are creating new work styles, and last but not least, growing globalization is fueling the need to master the digitization of business systems in a rapidly growing digital business platform economy. The connected and digital enterprise encompasses great opportunities for all businesses but brings formidable challenges as well, as new digital business designs and new thinking and new behaviors are driving fundamental changes. Only two examples (both have 'game changer' potential) highlight the magnitude of the transformation:

■ **Collective intelligence and value creation** – gained from network relationships in business ecosystems – supersedes traditional leadership and organizational structures of classical pipeline business model archetypes.

■ In future, work will be networking centric and work will be done in varying mobility situations. Value is created in communities of newly established business ecosystems by sharing and exchanging knowledge, assets and capabilities. The classical division of labor (Taylor) will be replaced by cooperative individualism.

Collaboration becomes a core competence.

At neXco we strongly believe that more than ever interdisciplinary expertise and proven experience will be needed to successfully capture the value from digitization and the emerging digital platform economy. Our global teams are a network of c-suite executives, highly experienced management consultants and distinguished experts from leading academic institutions. We deliver the practical results demanded by top management by providing exceptional extract of capabilities, knowledge and practical experience to enhance overall business success in the digital economy.

We support senior executives and board directors to align themselves and their organizations to the new paradigm of business ecosystems and platform economy in which value is migrating from (linear) value chains, known as pipeline business model archetype, to connected

value networks e.g. from supply-side to demand-side economies of scale – known as platform based business model archetype. This is a fundamental change altering state of the art industry and competition structures.

Our focus, therefore, is on three key areas:

1. Digital Business Design

We engage our network of excellence directly with our client teams to jointly discuss, design and prototype new Digital Business Designs and plug & play business models for the connected digital enterprise rapidly to capture the emerging value and growth opportunities in existing and new business ecosystems.

2. Collaboration

We support our clients to empower their organization with new collaborative work styles required and needed in new and emerging business ecosystems and platform based plug & play business models. Our expertise helps leveraging critical knowledge and capabilities as the foundation of a new HR skill mix needed to master the digital economy.

3. Digital Transformation

Digital transformation means taking an eco-centric view of the world. We support our clients with extensive senior expertise and hands-on experience and implementation practice to establish for their business ecosystems the right expertise to exploit new Digital Business Designs, value spaces and technologies, to boost digital foot print, value growth and power to compete.

Our focus is on industries and companies with strongly interconnected value systems which are heavily exposed to technology induced change and collaboration needs throughout (emerging) business ecosystems in the expanding digital platform economy.

Clients can reap a huge advantage from our unique network of world-class experts.

They benefit from "Excellence Connected" which is not only the hallmark of our business strategy but the guiding principle that connects the cumulative expertise of our team directly with our clients.