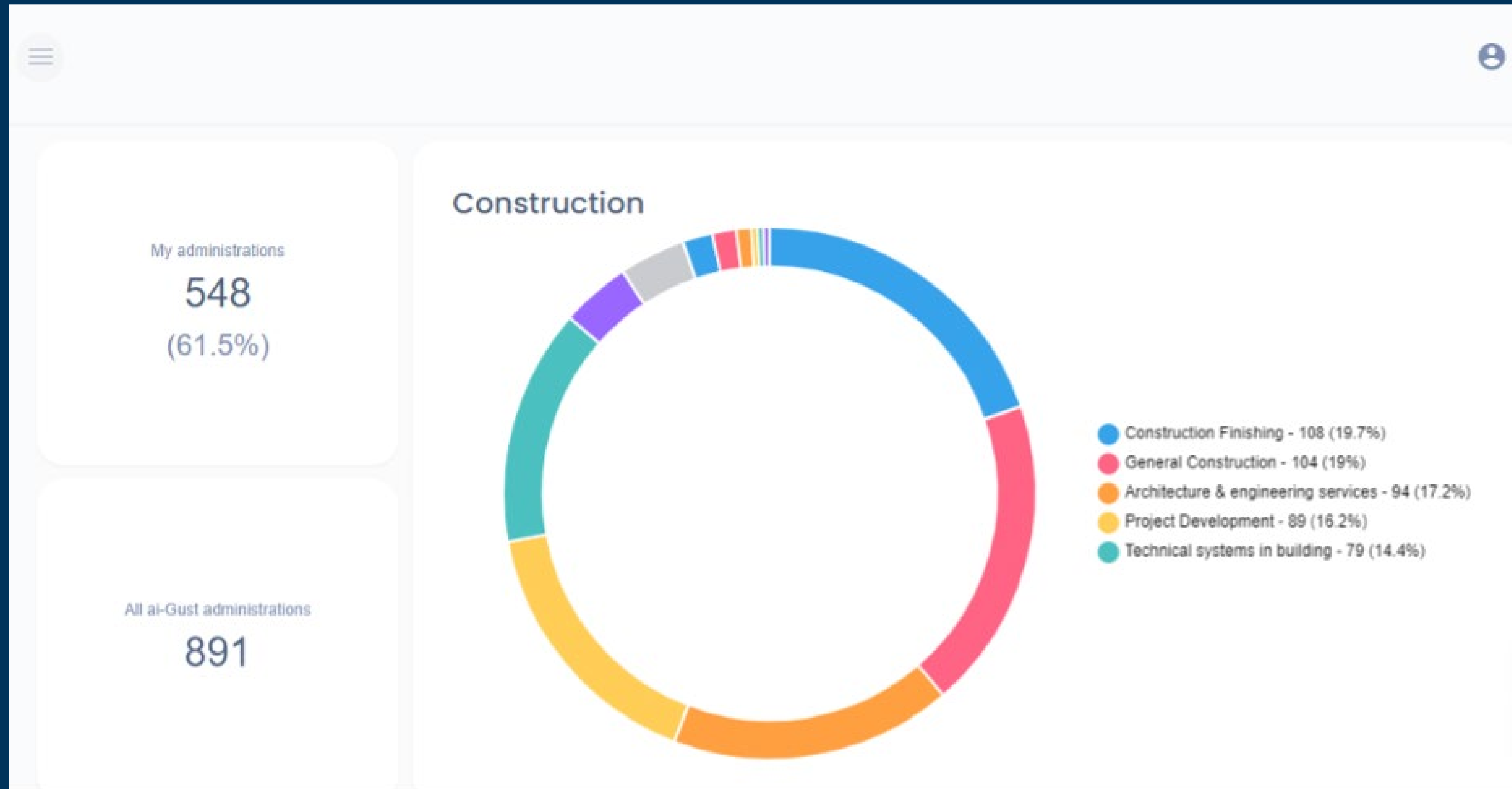
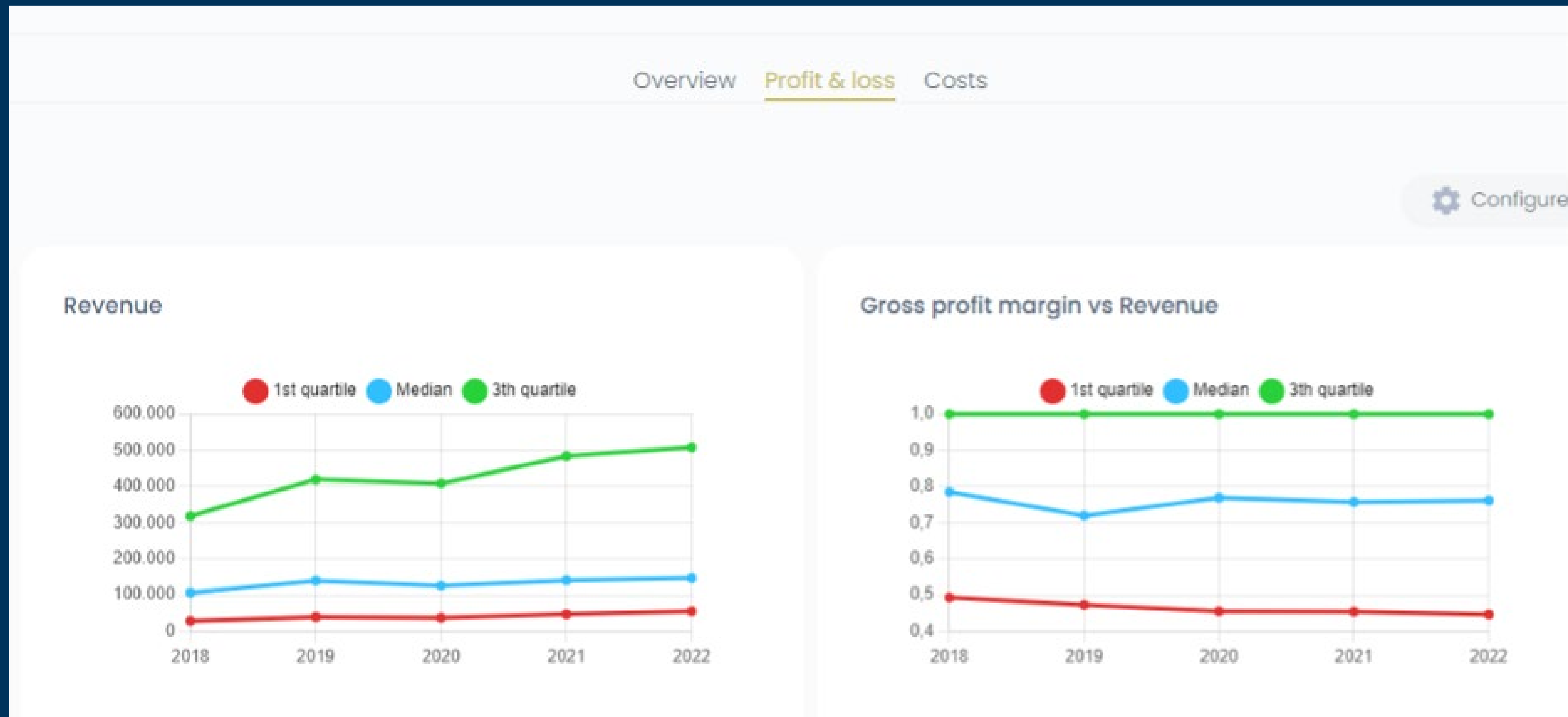


Driving Firm Value with Technology

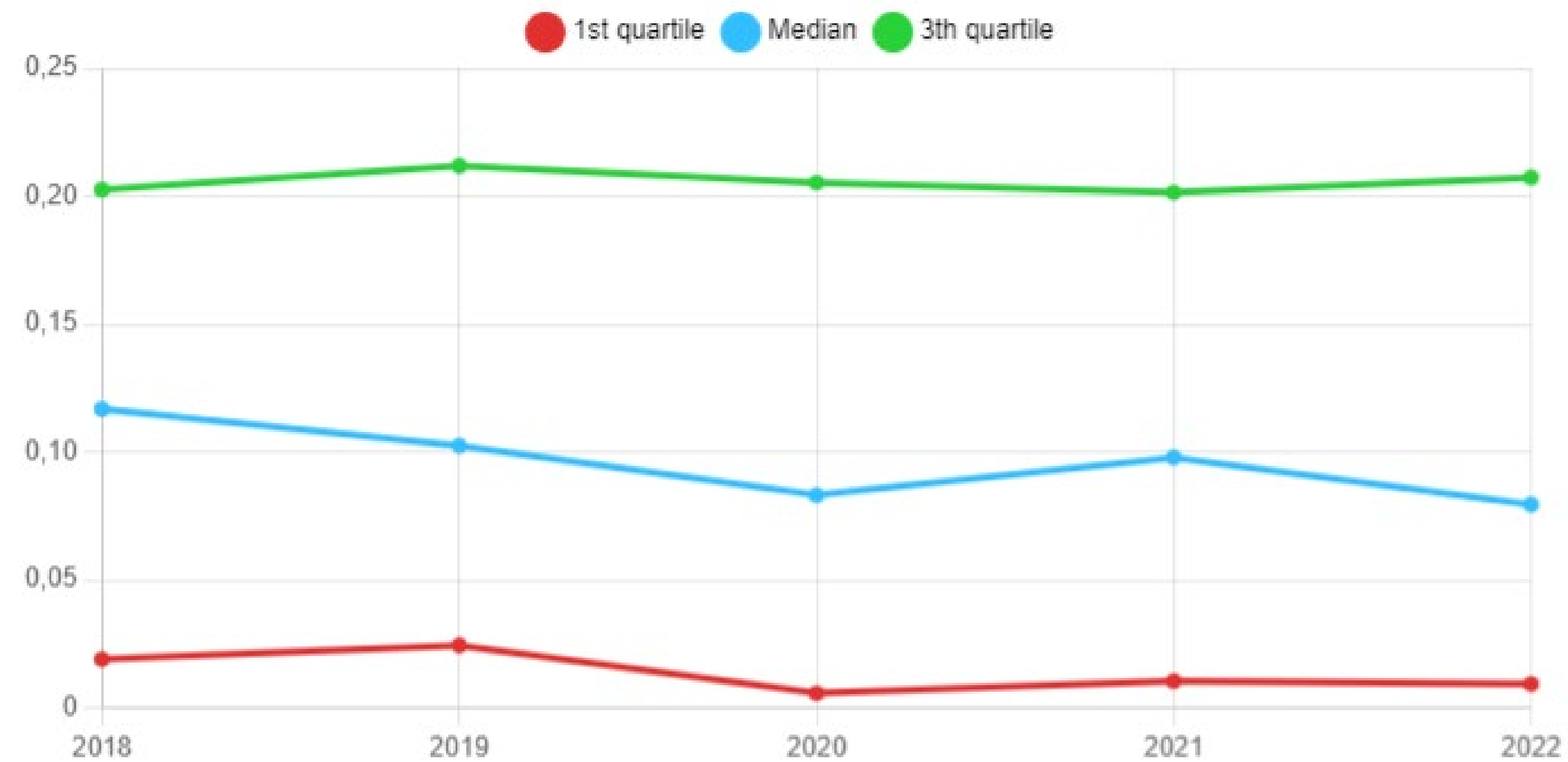
Panel Discussion



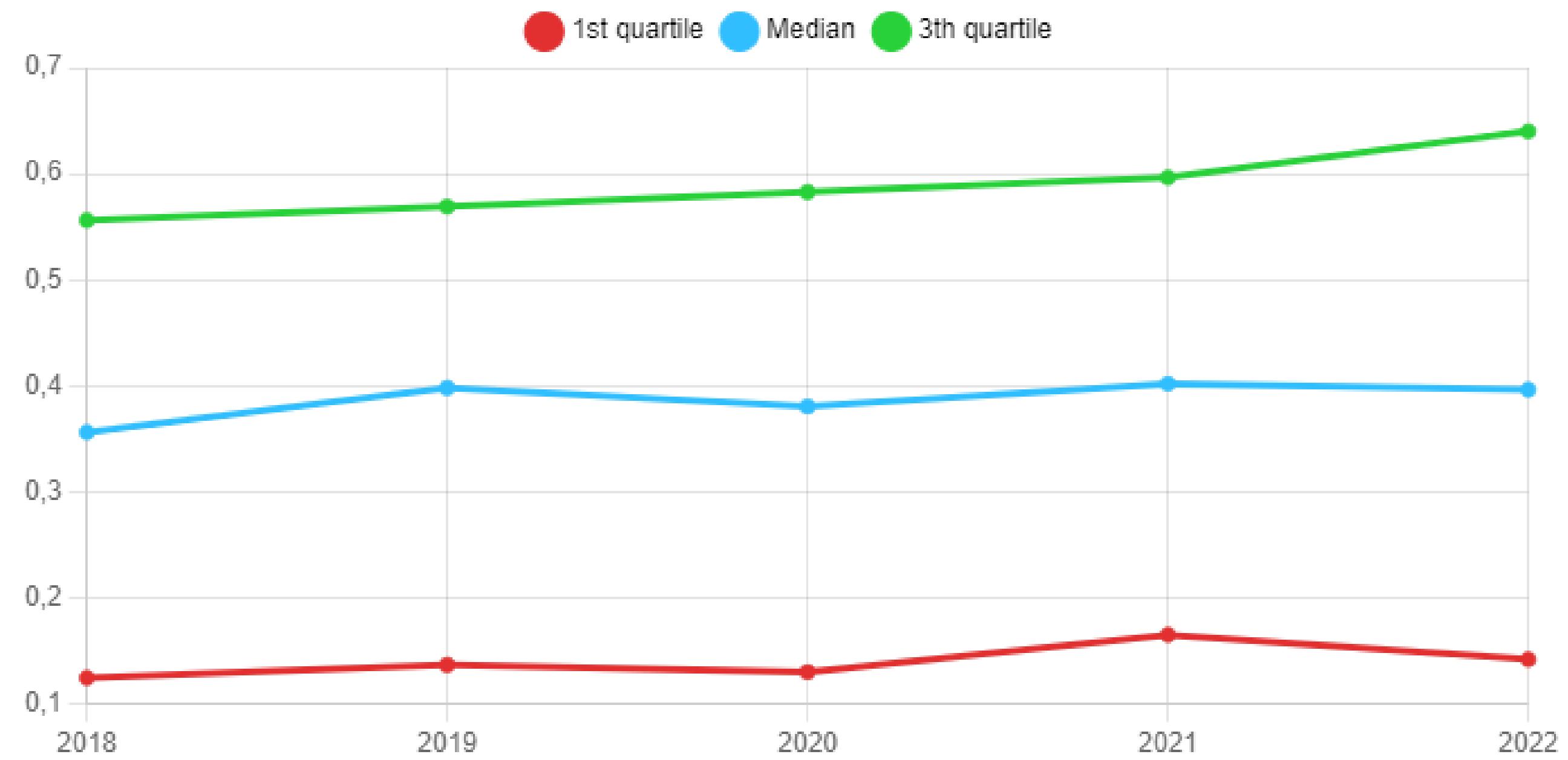


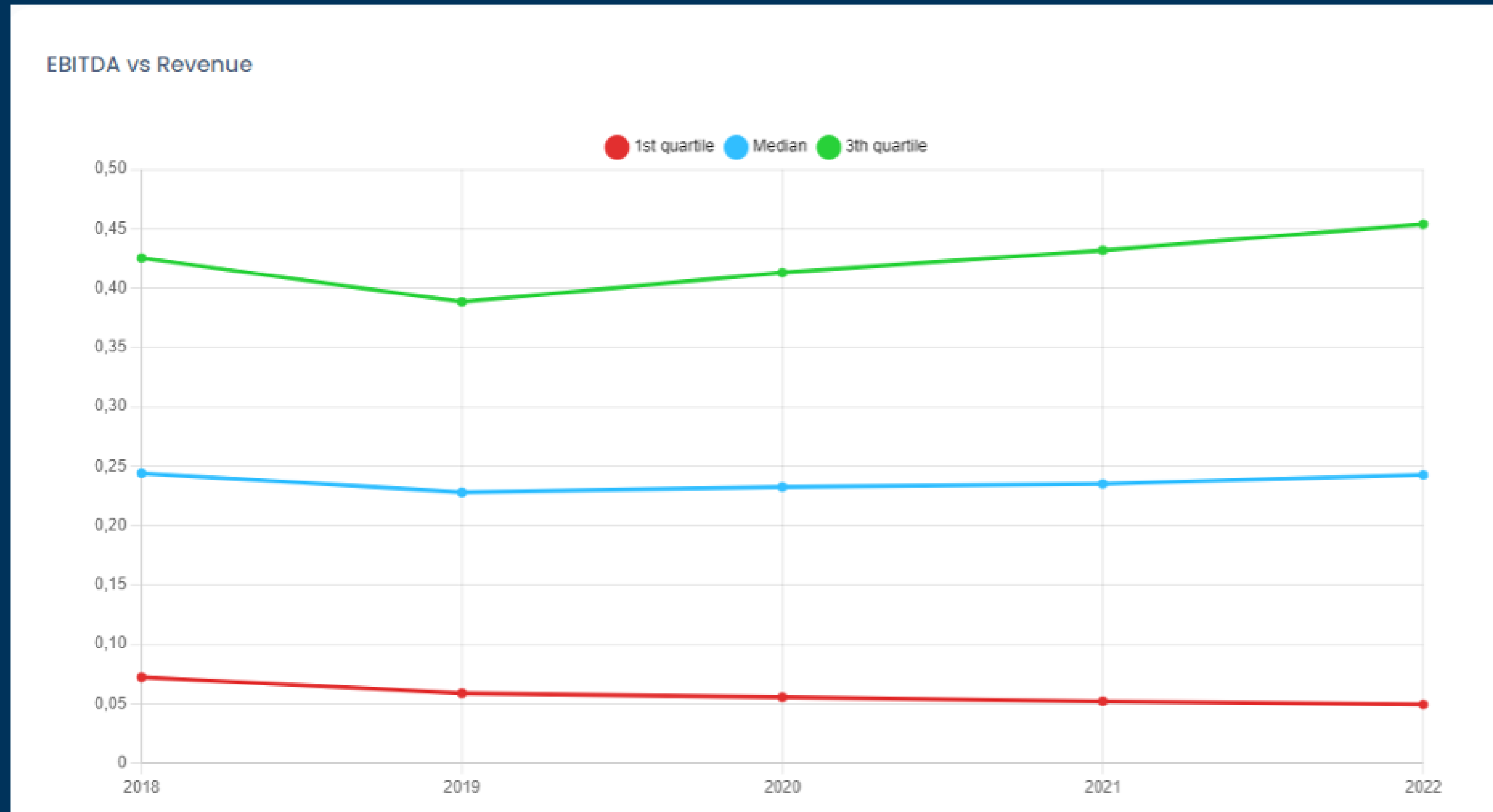


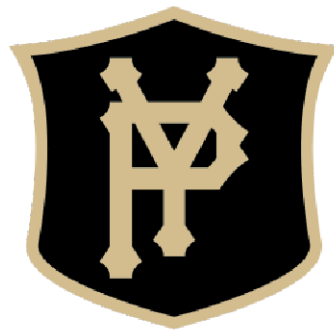
Personnel cost vs revenue



Direct costs vs revenue

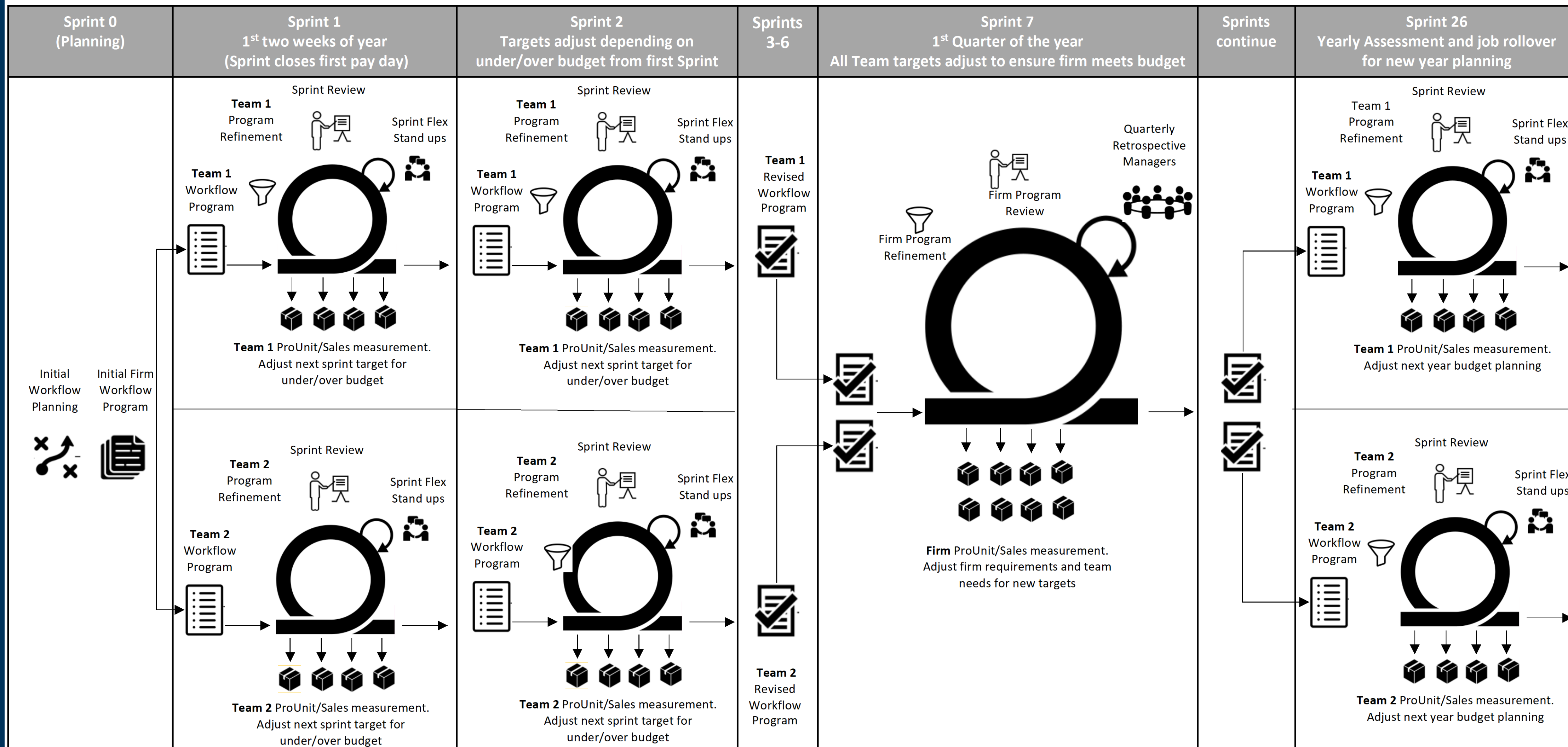


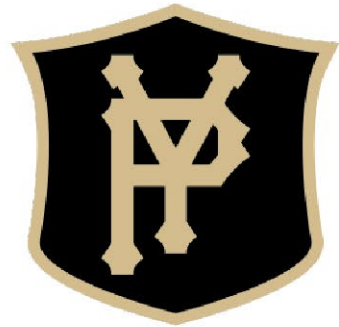




PROYOU

Call Out: Sprint Flex Stand Ups will increase in frequency and decrease in duration depending on urgency. Timing of these meetings are manager defined between daily and weekly





Call Out: All Sprints are given a static budget at planning stage in Sprint 0. Targets go up if budget not met in previous sprint. The target for each Sprint can never be lower than the static budget set in the planning stage. Adjustments are made for Lost/Gained jobs each Sprint

Sprint Schedule

Filter by assignee, partner or manager

Schedule Job

Dashboard

Schedule

Team

Groups

troy@proyou.com.au

Sprint 1 FY2024
1st Jul - 14th Jul, 2023

Sprint 2 FY2024
15th Jul - 28th Jul, 2023

Sprint 3 FY2024
29th Jul - 11th Aug, 2023

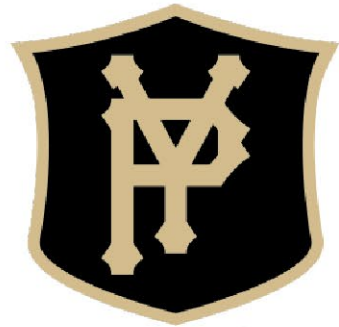
Sprint 4 FY2024
12th Aug - 25th Aug, 2023

Sprint 5 FY2024
26th Aug - 8th Sep, 2023

Sprint 6 FY2024
9th Sep - 22nd Sep, 2023

Sprint 7 FY2024
23rd Sep - 5th Oct, 2023

Sprint 1 FY2024 1st Jul - 14th Jul, 2023	Sprint 2 FY2024 15th Jul - 28th Jul, 2023	Sprint 3 FY2024 29th Jul - 11th Aug, 2023	Sprint 4 FY2024 12th Aug - 25th Aug, 2023	Sprint 5 FY2024 26th Aug - 8th Sep, 2023	Sprint 6 FY2024 9th Sep - 22nd Sep, 2023	Sprint 7 FY2024 23rd Sep - 5th Oct, 2023
<ul style="list-style-type: none"> 2 Intelligent Intermed... 1/6 2 Cahoun Investment Pt... 1/5 1 B J Shaw & C L Vella 1 Kerry McCombs 1/2 1 Alison Rose 2 Catherine Jasmin Croft 3/6 	<ul style="list-style-type: none"> 1 Amalgo Properties Pt... 2 RDCV Pty Limited 1/4 2 ACW Bag Co Pty Limite 1/6 2 Sprintcar Associatio... 1 Rosemary Norris 2 Fire & General Insur... 1/10 1 Stephen Durham 2 Famalli Pty Limited 3/11 	<ul style="list-style-type: none"> 1 Est Of The Late Ian ... 1/2 2 Catherine Jasmin Croft 1/6 1 Richard Anwyl Evans 1/4 2 Tong Family Superann... 1 Sarah Nash 2/3 1 Brian John Maguire 1/3 1 Fiona Muirhead 1 Adolf Hans Richter 1/4 	<ul style="list-style-type: none"> 2 N K Bedi Pty Limited 1 Phillip John Barry 1/2 1 Jane Tamasauskas 1 Catherine Anne Grady 1/3 1 Nona Olive Woodforth 1/3 2 Catherine Jasmin Croft 1/6 1 Phillip John Barry 1/2 2 KBG Planning and Des... 	<ul style="list-style-type: none"> 1 Anne Louise Redfern 1/3 2 AB & LG Thompson Sup... 2 Association Of Austr... 1 Con Kastrounis 2 The Green Circle Gro... 1 Jarod Fowler 1 Regan Gai Dallis 1 Anne Mayberry 	<ul style="list-style-type: none"> 1 Linda Joy Sharp 1 Jaijin Jose 1 Susan Alexandra Wright 1 William Lyon Ewer 1 Estate of the Late B... 2 C S Sethia Pty Limited 2 The Savage Family Tr... 2 M R Gilbert Superann... 	<ul style="list-style-type: none"> 1 Lorr... 1 EER 0 SJC 1 Jeni... 1 Lesl... 2 Prof... 1 Geo...
Sprint Targets	Sprint Targets	Sprint Targets	Sprint Targets	Sprint Targets	Sprint Targets	Sprint Targ
<ul style="list-style-type: none"> ✓ ProUnits: Target: 5, Scheduled: 9, Actual: 9 ✗ Sales (AUD): Target: \$31,860, Scheduled: \$14,032, Actual: \$14,032 	<ul style="list-style-type: none"> ✓ ProUnits: Target: 13, Scheduled: 25, Actual: 25 ✓ Sales (AUD): Target: \$45,596, Scheduled: \$76,740, Actual: \$76,740 	<ul style="list-style-type: none"> ✗ ProUnits: Target: 17, Scheduled: 14, Actual: 14 ✓ Sales (AUD): Target: \$20,570, Scheduled: \$23,741, Actual: \$23,741 	<ul style="list-style-type: none"> ✓ ProUnits: Target: 14, Scheduled: 32, Actual: 32 ✓ Sales (AUD): Target: \$29,854, Scheduled: \$44,390, Actual: \$44,390 	<ul style="list-style-type: none"> ✓ ProUnits: Target: 13, Scheduled: 46, Actual: 6 ✓ Sales (AUD): Target: \$40,000, Scheduled: \$89,270, Actual: \$7,710 	<ul style="list-style-type: none"> ✗ ProUnits: Target: 50, Scheduled: 2, Actual: 0 ✗ Sales (AUD): Target: \$50,000, Scheduled: \$2,800, Actual: \$0 	<ul style="list-style-type: none"> ✗ ProUn Target Sched Actual ✗ Sales (Target Sched Actual



← Sprint Schedule
Sprint 5 FY2024

Dashboard

Schedule

Team

Groups

troy@proyou.com.au

Sign Out

Draft ●

- 1 Con Kastrounis
- 1 Jarod Fowler

To Do ●

- 2 Association Of Austr...
- 2 Lansvale United Spor...
- 1 Matthew A Smith
- 2 L G Moussa Pty Limited
- 1 Robert Christensen
- 1 Robyn Lesley Geale
- 1 Michael McMullen
- 1 Colin Roy Kneebone
- 2 Arts Financial Servi...
- 2 Dreyer Family Super ...
- 2 Dencon Surveying Pty...
- 2 RDCV Pty Limited

In Progress ●

- 2 AB & LG Thompson Sup...
- 1 Anne Mayberry
- 2 Jarrah Robert Tinmouth
- 1 Kerry McCombs
- 2 Intelligent Intermed...
- 1 Maria Theresa Mulder
- 1 Bacao Pty Limited
- 1 Nelson Meers Foundation

In Review ●

- 1 Alan Bradley Thompson
- 2 Donald Peter Mcrae G...
- 2 Southern Pearl Servi...
- 1 Jennifer Evans
- 2 Austin De Bono

Done ●

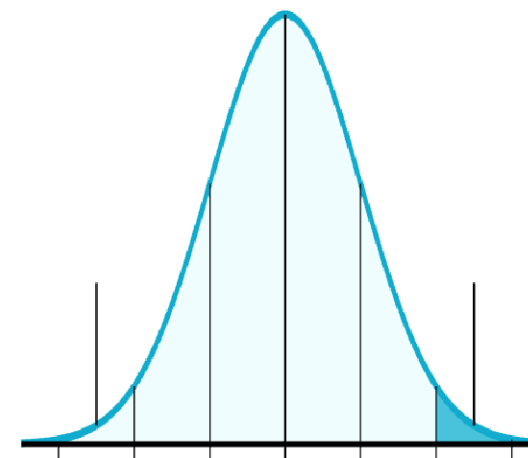
- 1 Anne Louise Redfern
- 2 The Green Circle Gro...
- 1 Regan Gai Dallis
- 2 Joreka Investments P..

2 Dallimont Pty Limited

Pricing- Data Driven based on normalized ProUnit Level information and historical fees

ProUnit Level 1 (Fees)

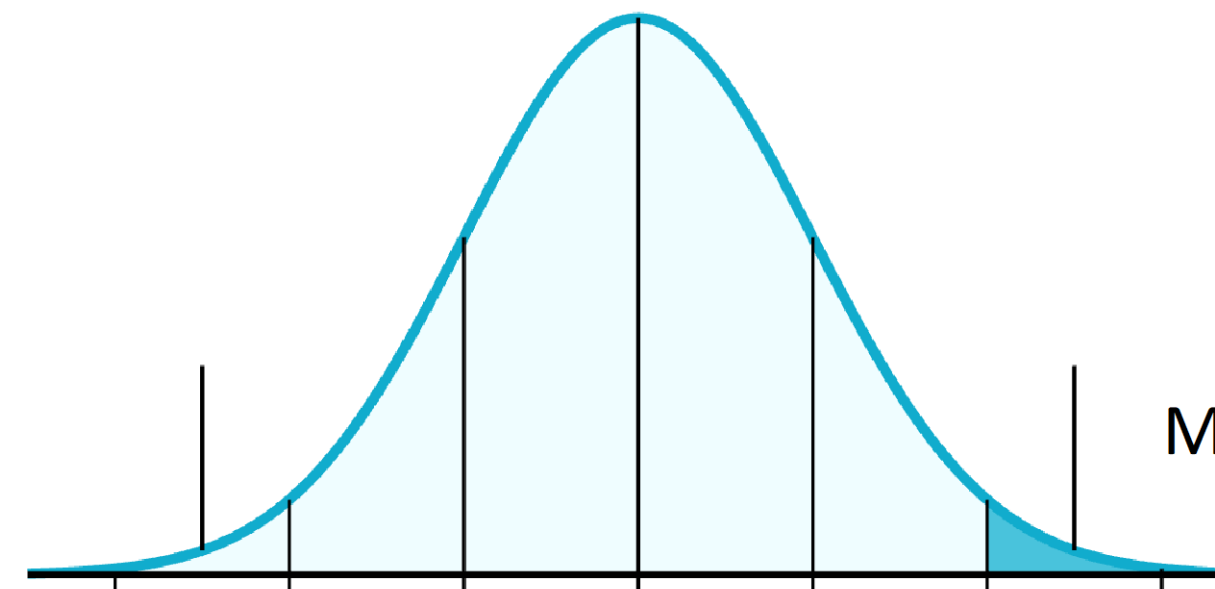
Less price Variation



Less comparable client examples required from system

ProUnit Level 2

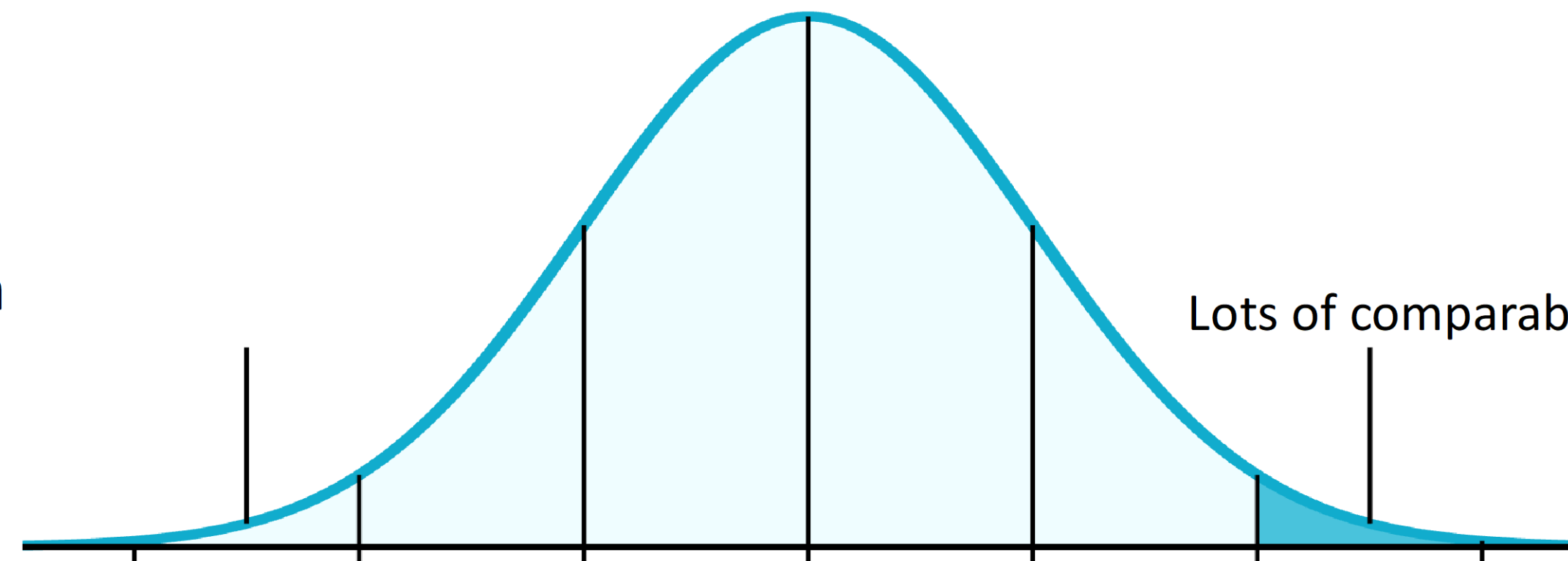
Average price Variation



More comparable client examples required from system

ProUnit Level 3

Large price Variation



Lots of comparable client examples required from system

“Crushing Spreadsheets”

- “Secret to Profitable Growth”
- We’ve focused technology efforts on “practical automation”.
- We’ve integrated/unified systems considering:
 - Where our master data lies,
 - What systems it comes from,
 - What systems do we want to integrate with each other.

“Crushing Spreadsheets”

- All these efforts must support our strategic plan, our clients, or our people.
- Goal of saving 15% of professional time to create capacity to better serve our clients and to better develop our team.
- Example – Client “Rehoming” Process

