QualiWare

Partner Spotlight Webinar Series:

Collaborative Business Planning powered by qualiware

Build a Working Digital Twin in 8-12 Weeks

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Today’s Agenda:

Qualiware

Qualiware: Who we are

Qualiware: Metrics that Matter

Qualiware: Market Credibility

Why DTO Matters Now

CBP

DTO Defined

Qualiware/CBP integrated approach to DTO

CBP’s Lean approach to DTO

Live DEMO

CBP’s DTO Implementation Methodology & Use Cases

DTO FIT – Next Steps

Q&A

Who we are: QualiWare - Experienced Market Leaders you can trust!

QualiWare is a leading **Enterprise Architecture, Compliance Management and Business Process Management solution, used in Digital Transformation** initiatives that seamlessly integrates with specialized tools for a comprehensive, global, and cross-vertical management experience laser focused on delivering business value & impact!

QualiWare is an established market & thought leader with 35 years of expertise in Enterprise Architecture, Business Process, Compliance and Digital Transformation serving a global client base with a modern approach.

Headquartered in Copenhagen Denmark with offices in New York, Toronto, London, Stockholm, Brisbane, Johannesburg, Sao Paulo and a robust partner channel to cover any region.

1000+ customers around the globe trust their business to QualiWare!

“QualiWare is the brain of our company”
Oliver Loukota - Enterprise Architect , Q beyond

QualiWare Platform — At a Glance

1000+	35	80+	5	Active
Customers	**Years**	**Dedicated Experts**	**Certifications**	**Global Partner Network**
EA · GRC · BPM	Founded 1991	Global team	ISO · SOC 2 · UN	Active worldwide

SaaS	ISO 27001	ISO 9001	SOC 2	UN Global Compact	ISO 223001
Deployment	Info Security	Quality	Compliance	Signatory	Business Continuity

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Metrics That Matter: Customer Performance

25:1	26+	125,000	99%	55%	90%
Acquisition-to-churn ratio	**Years**	**Users**	**Renewal rate**	**Pipeline growth**	**Mission-critical status**
For every customer lost, 25 are retained or gained	Longest active client relationships in the EA market	Government DTO client on a single deployment	Customers who renew, year over year	Last 6 months	Customers classify QualiWare as mission-critical

QualiWare competes on depth and loyalty, not just acquisition volume. Customers who onboard become long-term infrastructure partners.

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Metrics that Matter: Business Outcomes — Proven, Measured, Repeatable!

25%+	24 hrs	18	90%	$15M	50%+
Operational Efficiency	**Regulatory Speed**	**Certification Management**	**Audit Performance**	**IT Cost Savings**	**Cost Rationalisation**
Cost reduction — global electronics manufacturer, 20+ sites	GDPR compliance — all systems already mapped in QualiWare	Simultaneous certifications managed in a single QualiWare repository — global manufacturing client	Reduction in audit findings — across 200+ audit days	Saved per year by eliminating redundant and sub-optimal IT support in operations	ISO implementation cut via cross-institution mapping, national defence

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Qualiware: Recognized Market Leaders and Visionaries

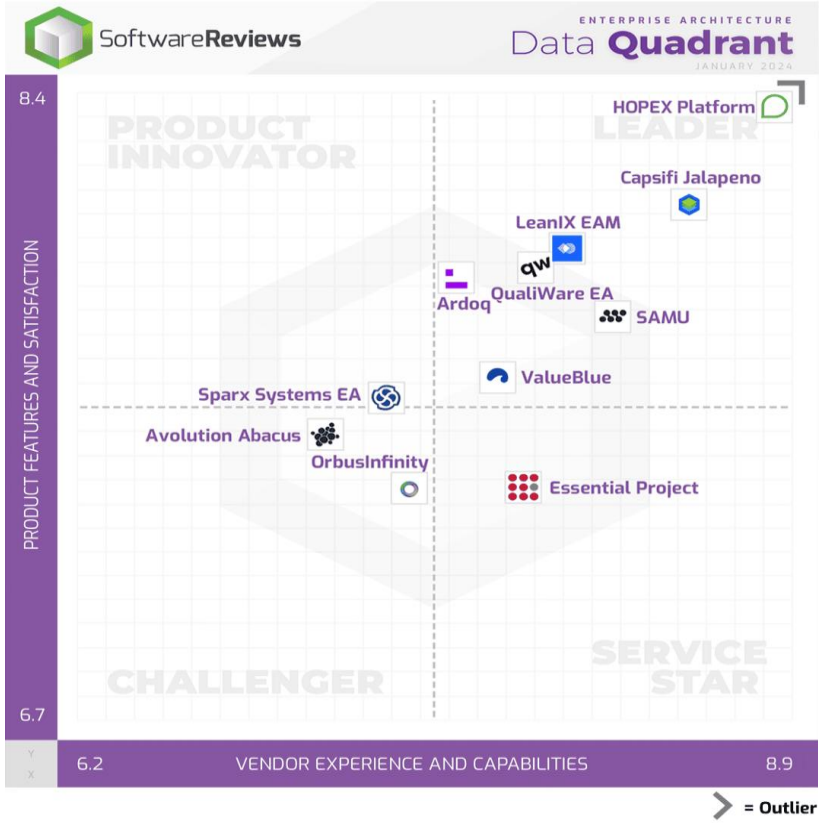
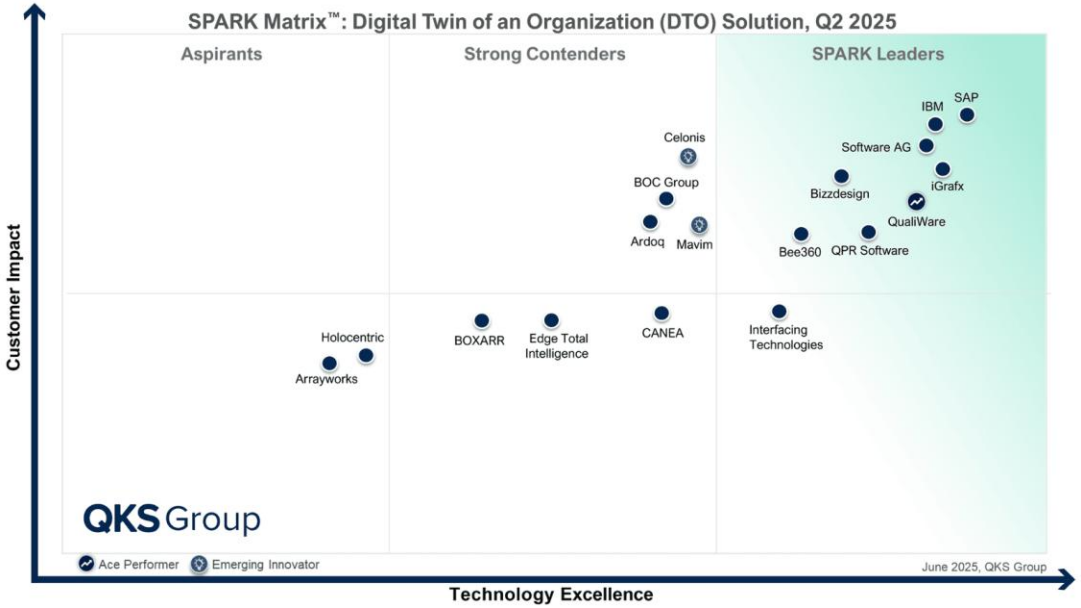


Figure 1: Magic Quadrant for Enterprise Architecture Tools

Gartner



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Why DTO Matters Now

What the Analysts Say…….

McKinsey & Company

"Digital twins can increase decision-making by up to 90%"

Implication:
Move from static architecture to real-time, simulation – driven decisions

What is digital-twin technology? | McKinsey

Gartner

"A dynamic software model…that uses operational data to understand and improve how an organization delivers value"

Implication:
DTO = living enterprise model connecting strategy, operations, finance and execution

How Digital Twins Will Upend Customer Experience Podcast | Gartner

Deloitte

" An evolving digital profile…helps business performance"

Implication:
DTO's shift organizations from hindsight reporting to predictive optimization

Understanding digital twin technology | Deloitte Insights

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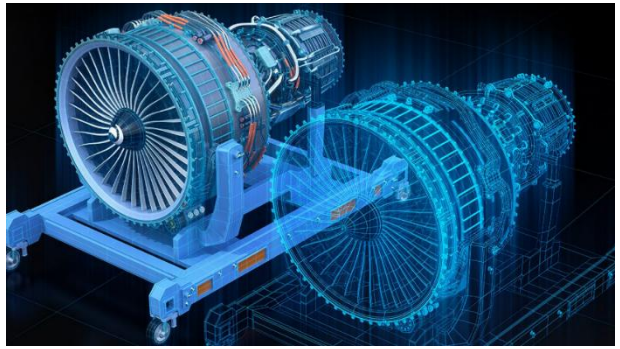
Three Types of Digital Twins:

Digital Twins can be categorized as:



1. Discrete

Developed in IoT platforms, OEMs usually embed the IoT capabilities in new products that leverage modern architectures and technologies

Data/Results: Real-time

2. Composite

Designed to monitor and optimize the use of a related combination of discrete digital twins and/or complex business processes

Data/Results: Near-time

Today's Focus

3. Organization

Monitor and optimize specific cross-enterprise processes such as supply chain management, financial risk or profit optimization

Data/Results: Decision-timed

Source: Gartner® "Emerging Technologies: Revenue Opportunity Projection of Digital Twins" (2022)

What is a Digital Twin of an Organization (DTO)?

Gartner defines a Digital Twin of an Organization (DTO) as:

*"a dynamic software model of any organization that relies on **operational and contextual data** to understand how an organization **operationalizes its business model,** responds to changes, deploys resources, and delivers customer value. DTOs will be used for **strategic and operational decision making** and **advanced simulation**"*

DTO Platform

	Destination	Input	Map	Performance	Situation	Output	Value
DTO	Business model		Business operations model	Business performance management	Business operations intelligence		Business actions
Supporting technology component	Enterprise architecture (EA) tools		• Enterprise business process analysis (EBPA) • Enterprise architecture (EA) tools	• Enterprise performance management (EPM) platforms • Business analytics	• Continuous intelligence (CI) • Process mining		Business process automation (BPA)

Gartner *Source: Market Guide for Technologies Supporting a DTO (2024)*

Key DTO building blocks addressed with CBP

NOTE: Gartner will release their first DTO Magic Quadrant - Summer 2026

Business Operations Model:

- Support for ***modeling and analysis of business operations*** indicating how capabilities and other ***resources are deployed*** to ***deliver value*** to the organization's stakeholders
- ***Models of offerings (products, services and information)*** delivered to customer segments
- ***Models of resources*** (such as machines, IT systems and people) that perform the operations and thus are connected to the entire business operating model

Business Performance Management:

- Support for multiple measurement schemes (such as ***operational performance indicators, financial models, quality schemes, and service-level agreements***) and how they interact within the context of a business operating model
- ***Scenario testing, predictive and prescriptive analytics*** based on the business operating model
- ***Risk management*** and monitoring
- ***Cost/value analysis*** (balancing cost savings with operational effectiveness and business value)

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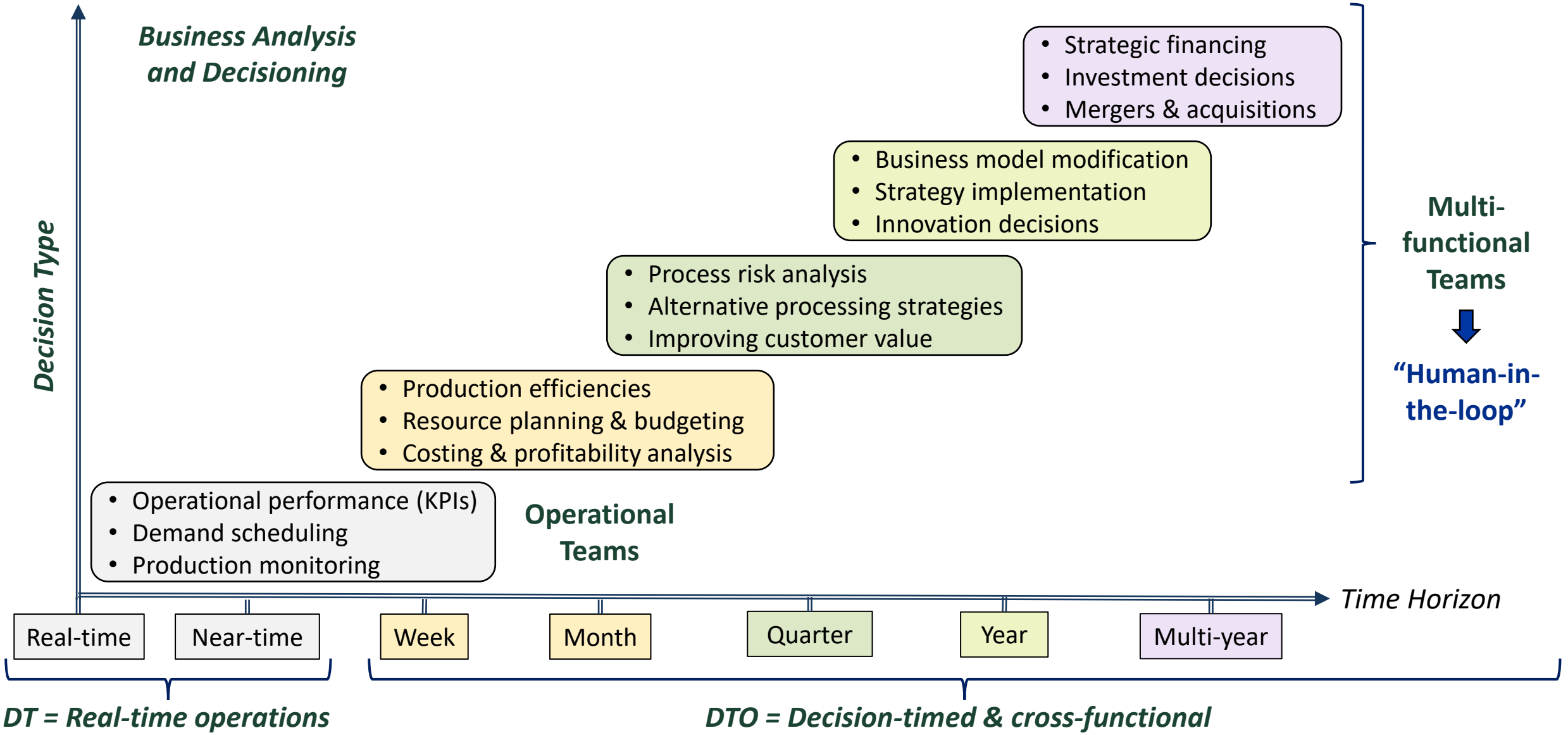
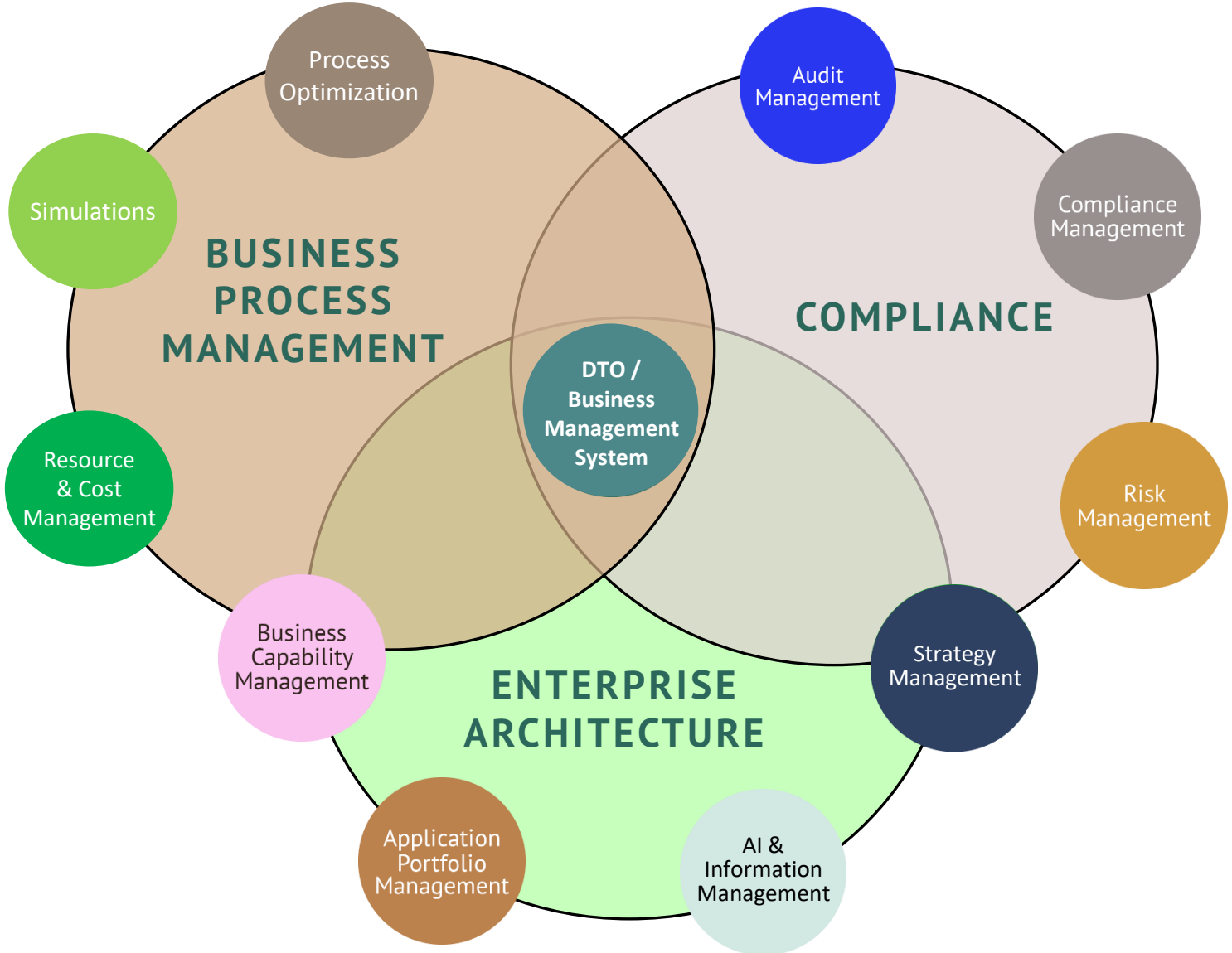
“Decision-Timed” DTO Data/Results Support Key Planning Timelines



Qualiware & CBP – A Fully Integrated DTO Solution



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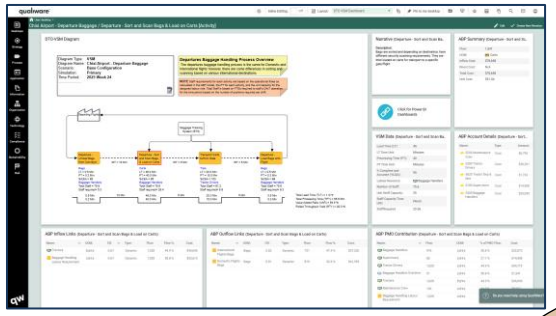
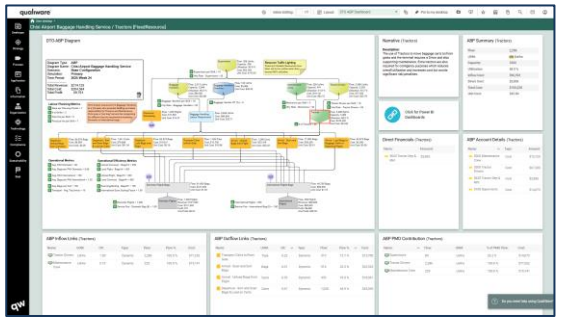
CBP's Focus in Qualiware – Enhanced Business Process Management (BPM)

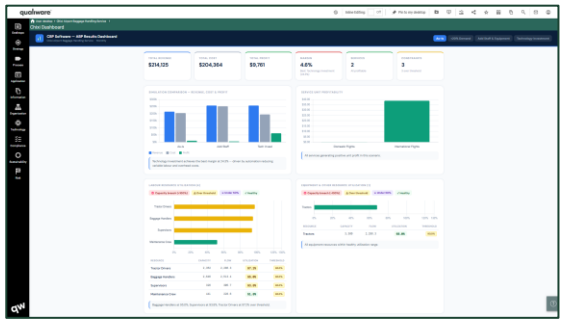
Resource Focused Lean Value Stream Mapping (VSM)



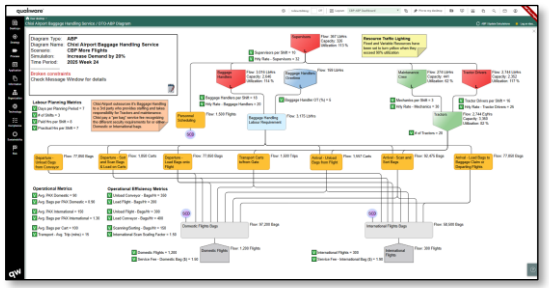
Constraint Driven Activity-Based Planning (ABP)

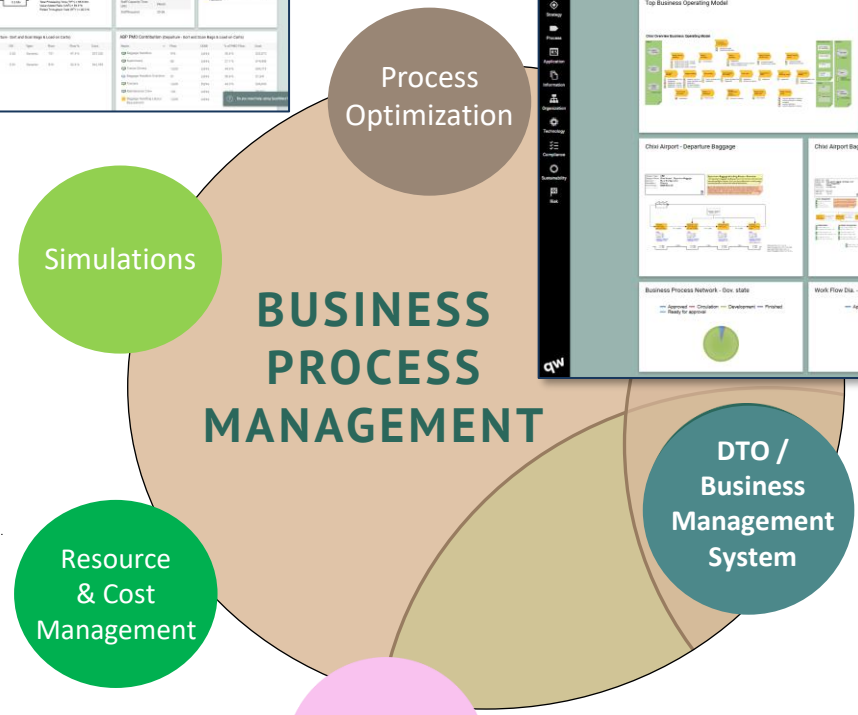


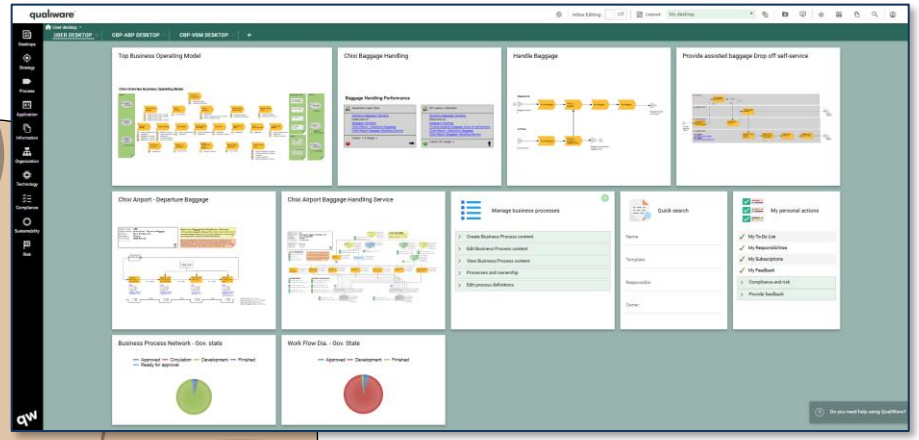
Resource & Cost Analysis by Activity and Output



Identification and Elimination of Bottlenecks







A DTO with a Holistic View and Analysis of the Entire Organization

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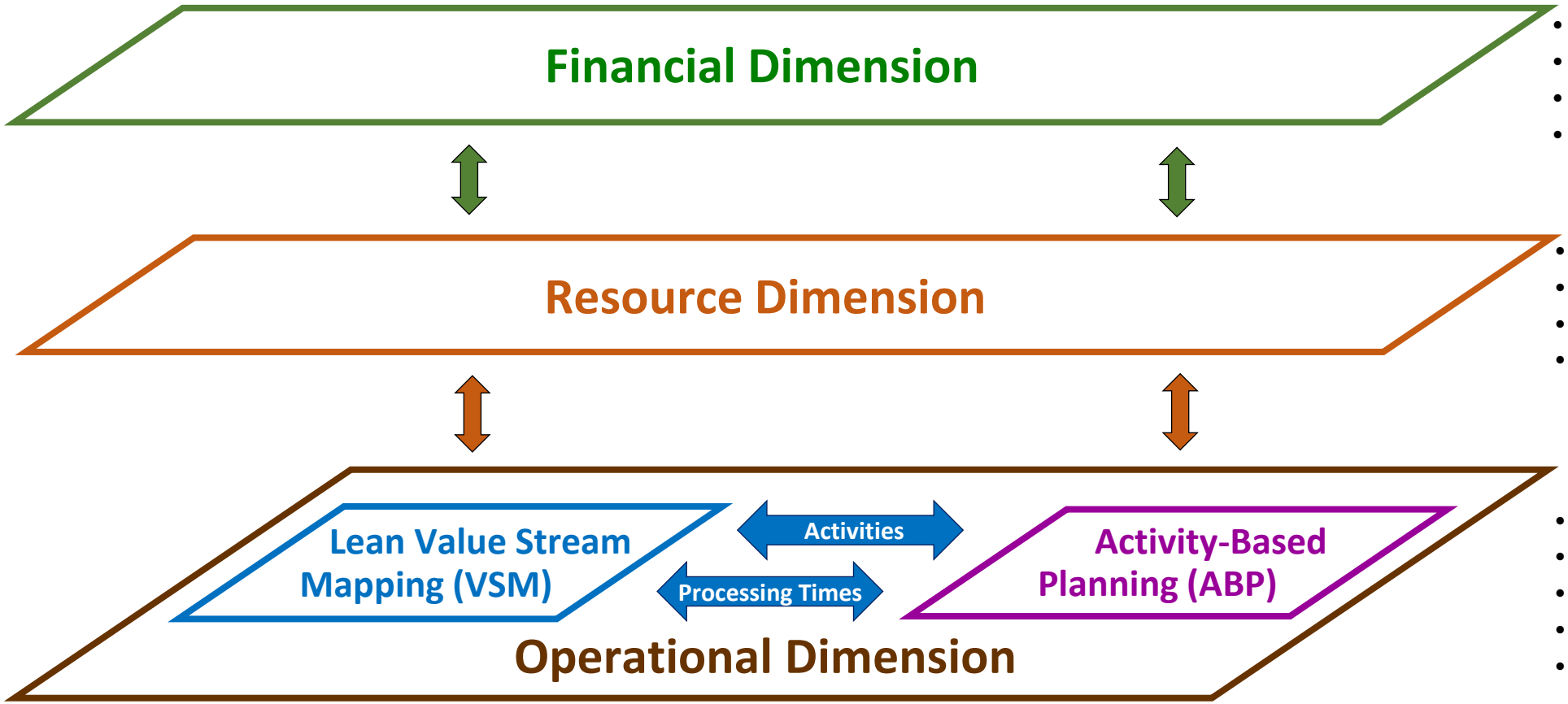
Collaborative Business Planning (CBP)'s Lean approach to DTO



Key Benefits

- Costing & profitability analysis
- Operational budgeting
- Cost of Quality and Non-Value Add
- Enhanced ROI determinations

- Applied Theory of Constraints (TOC)
- Labour and asset utilizations
- Bottlenecks identification/resolution
- Alternative resourcing strategies

- Visual process input>output mapping
- Process efficiencies/optimization
- Waste identification & reduction
- Improved throughput & lead times
- Demand planning

CBP-DTO models simulate the impact of change across all 3 business dimensions

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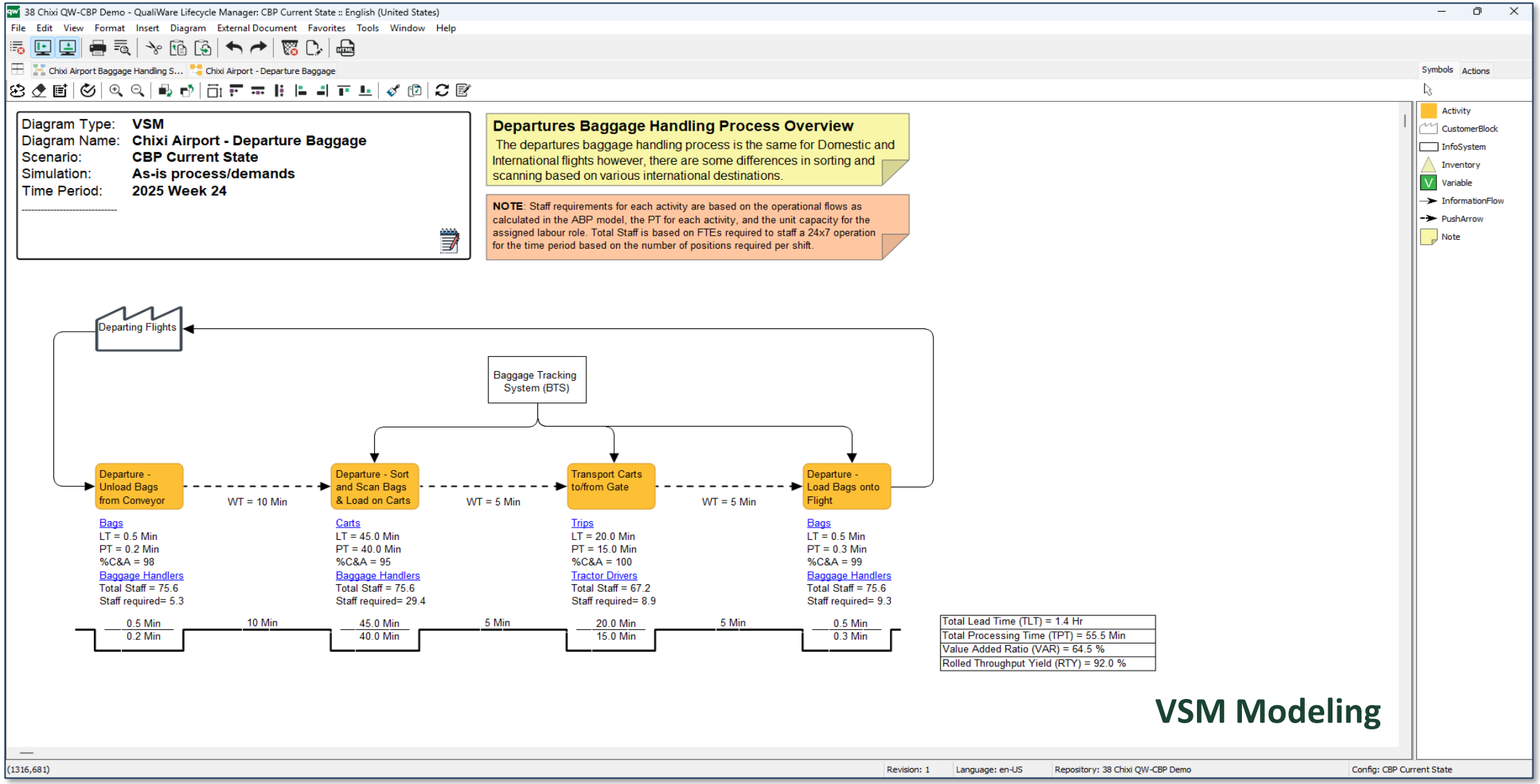
CBP-DTO Demo – Chixi Airport Baggage Handling



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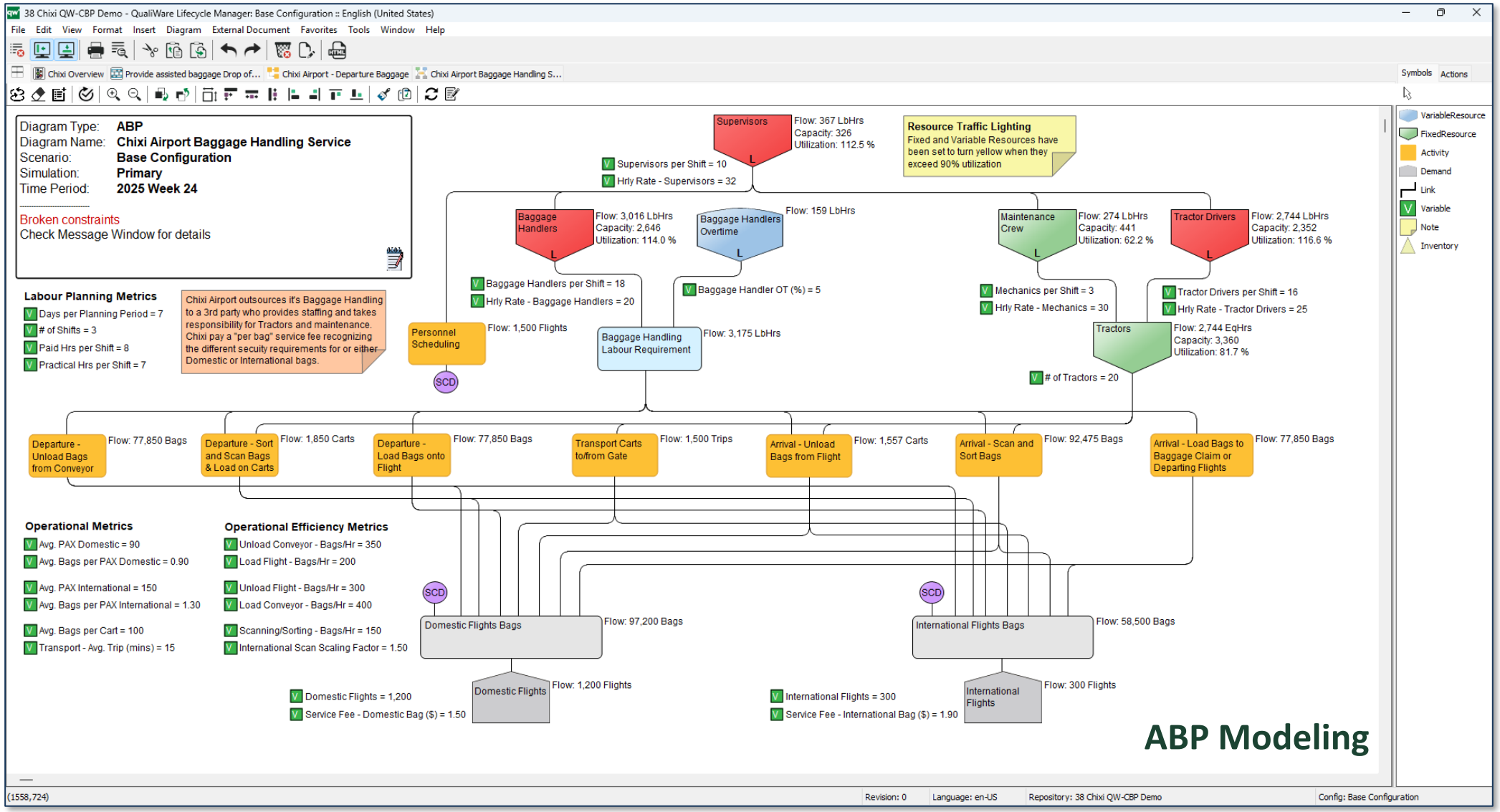

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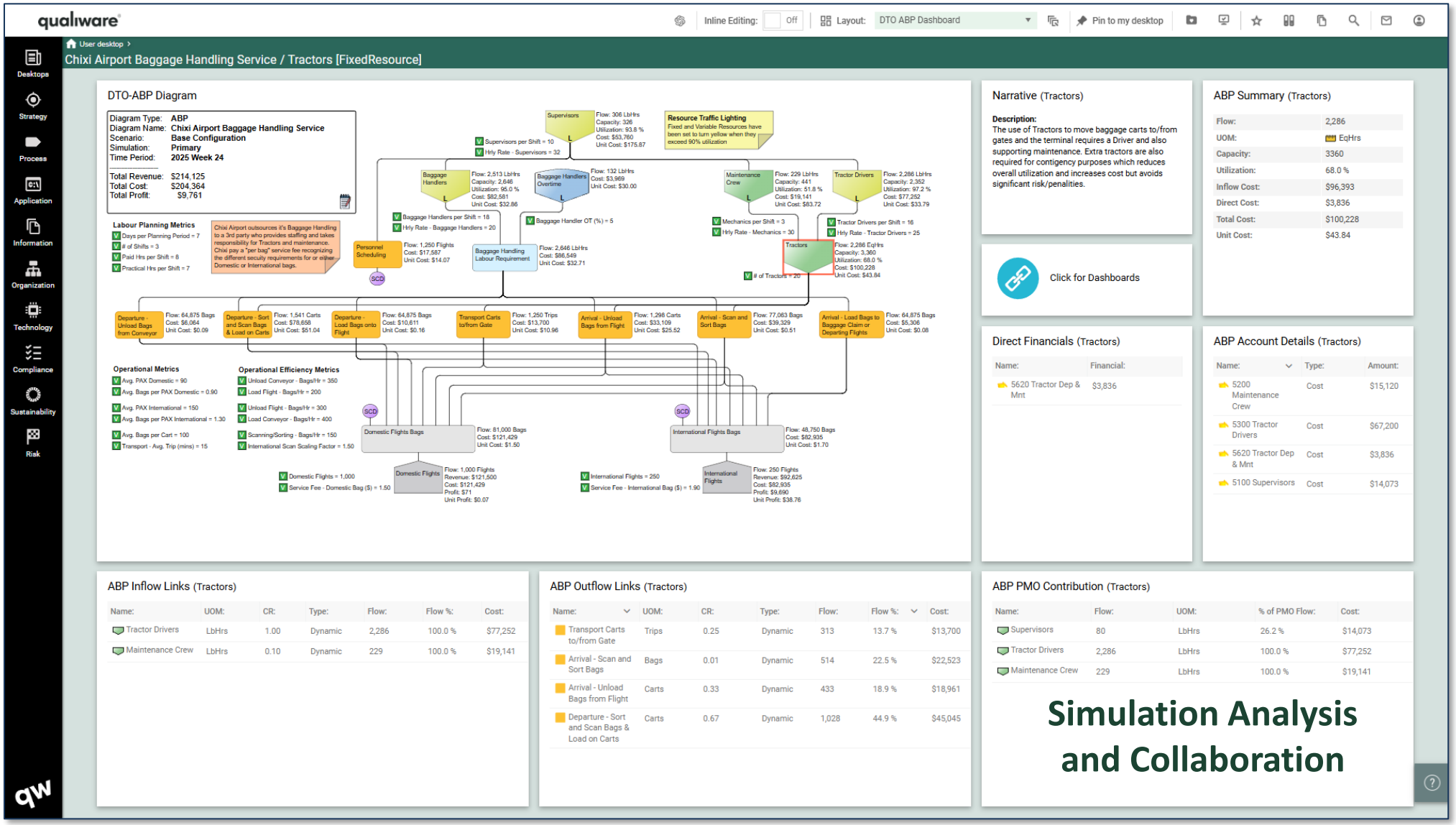

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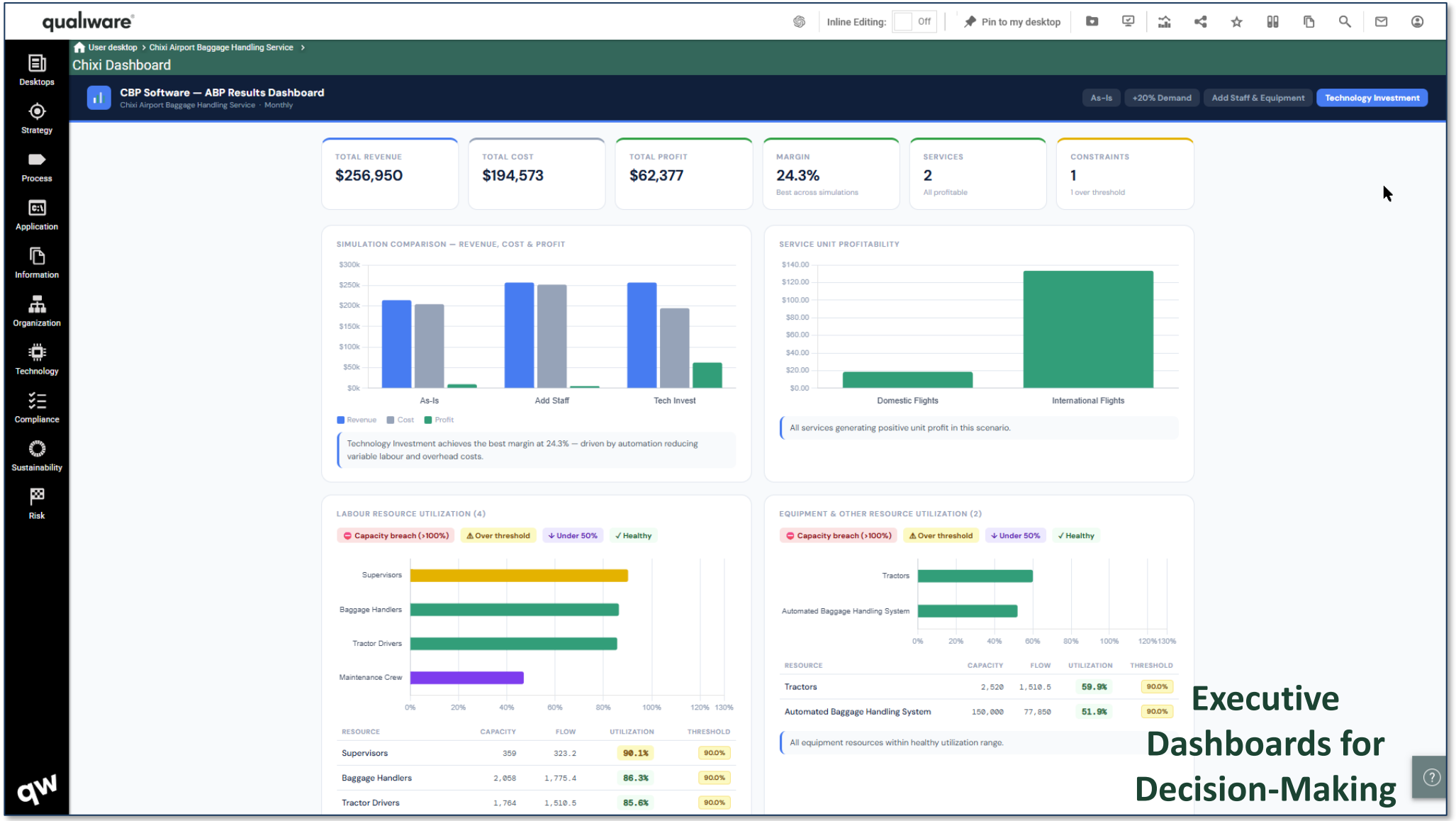

Executive Dashboards for Decision-Making

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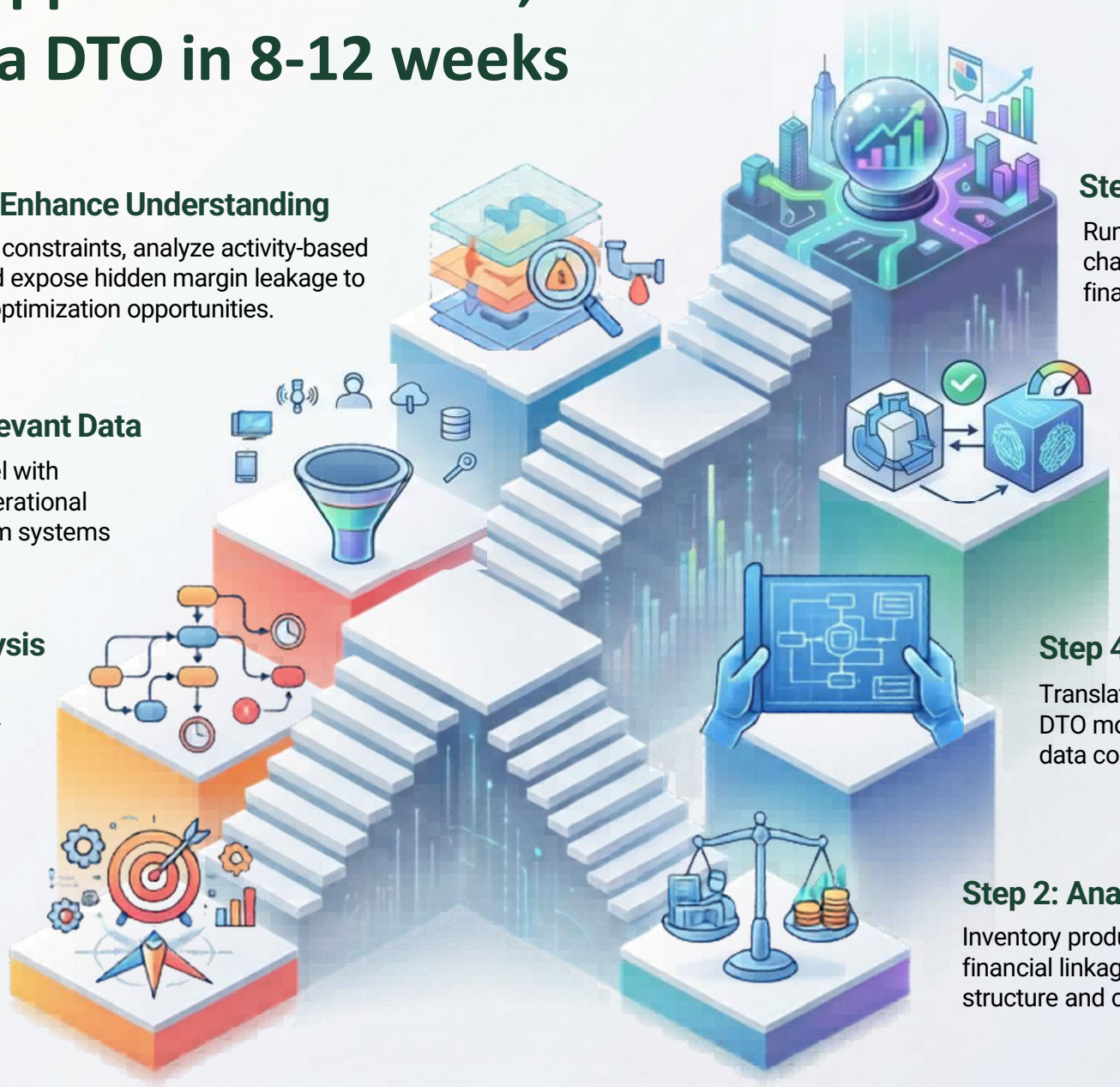
A Proven 8-Step Approach to Create, Validate and Benefit from a DTO in 8-12 weeks



Step 1: Conduct a Strategic Assessment

Align leadership and prioritize key operational pain points to focus the DTO on high-value improvement areas.

Step 2: Analyze Resources

Inventory production resources and map financial linkages to reveal the true cost structure and capacity gaps.

Step 3: Perform a Process Analysis

Map value streams and activity-based operational flows to identify non-value-added tasks, wait times, and waste.

Step 4: Design Model Diagrams

Translate processes into a structured DTO model schema and define precise data collection requirements.

Step 5: Collect Relevant Data

Populate the DTO model with validated, real-world operational and financial inputs from systems and frontline teams.

Step 6: Build & Validate the Model

Construct the DTO using CBP and iteratively test it against known performance outcomes to establish a trusted baseline.

Step 7: Enhance Understanding

Diagnose constraints, analyze activity-based costs, and expose hidden margin leakage to pinpoint optimization opportunities.

Step 8: Optimize & Plan for the Future

Run "what-if" scenario planning to pre-test changes, evaluate investments, and quantify financial impacts before committing resources.

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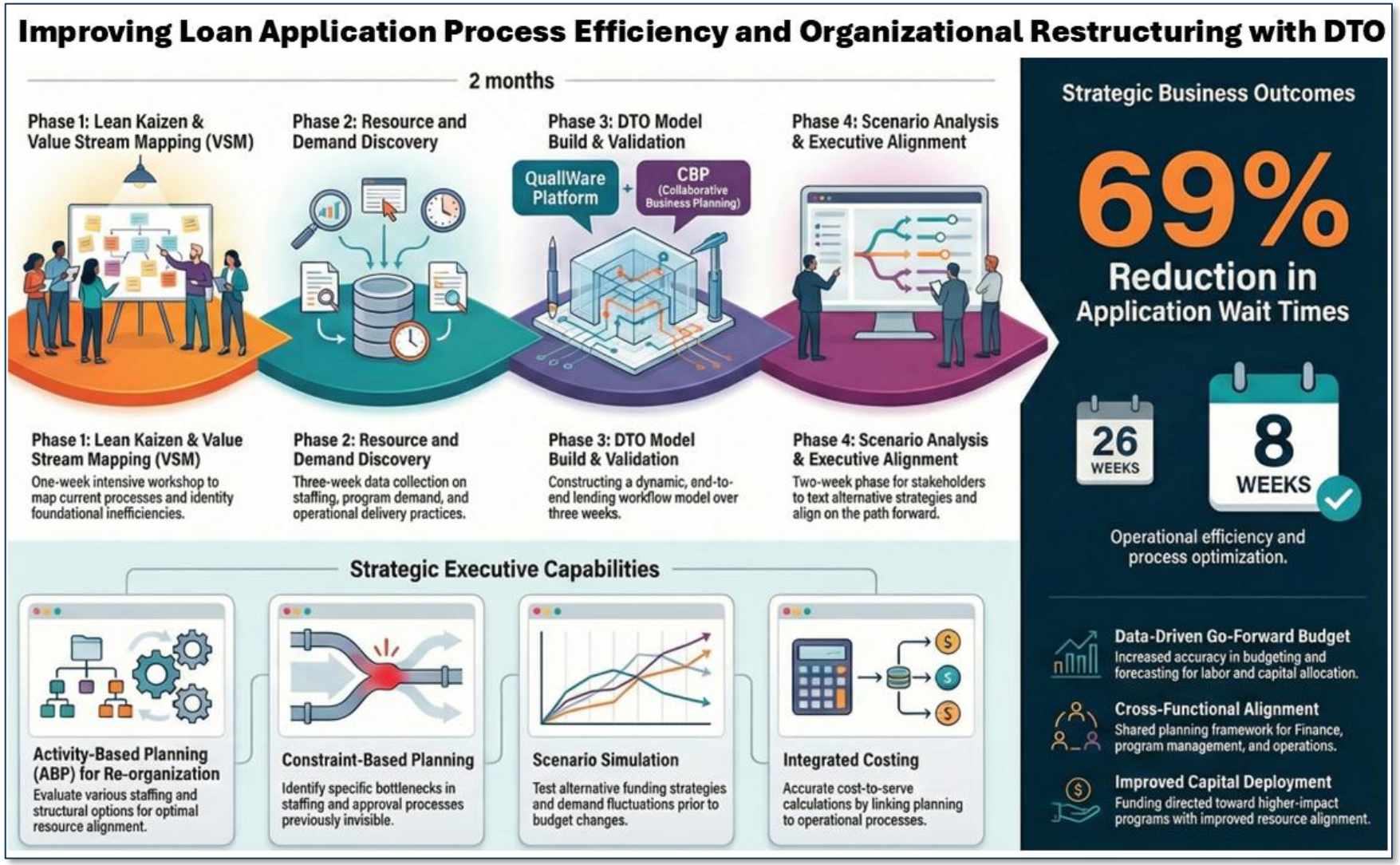
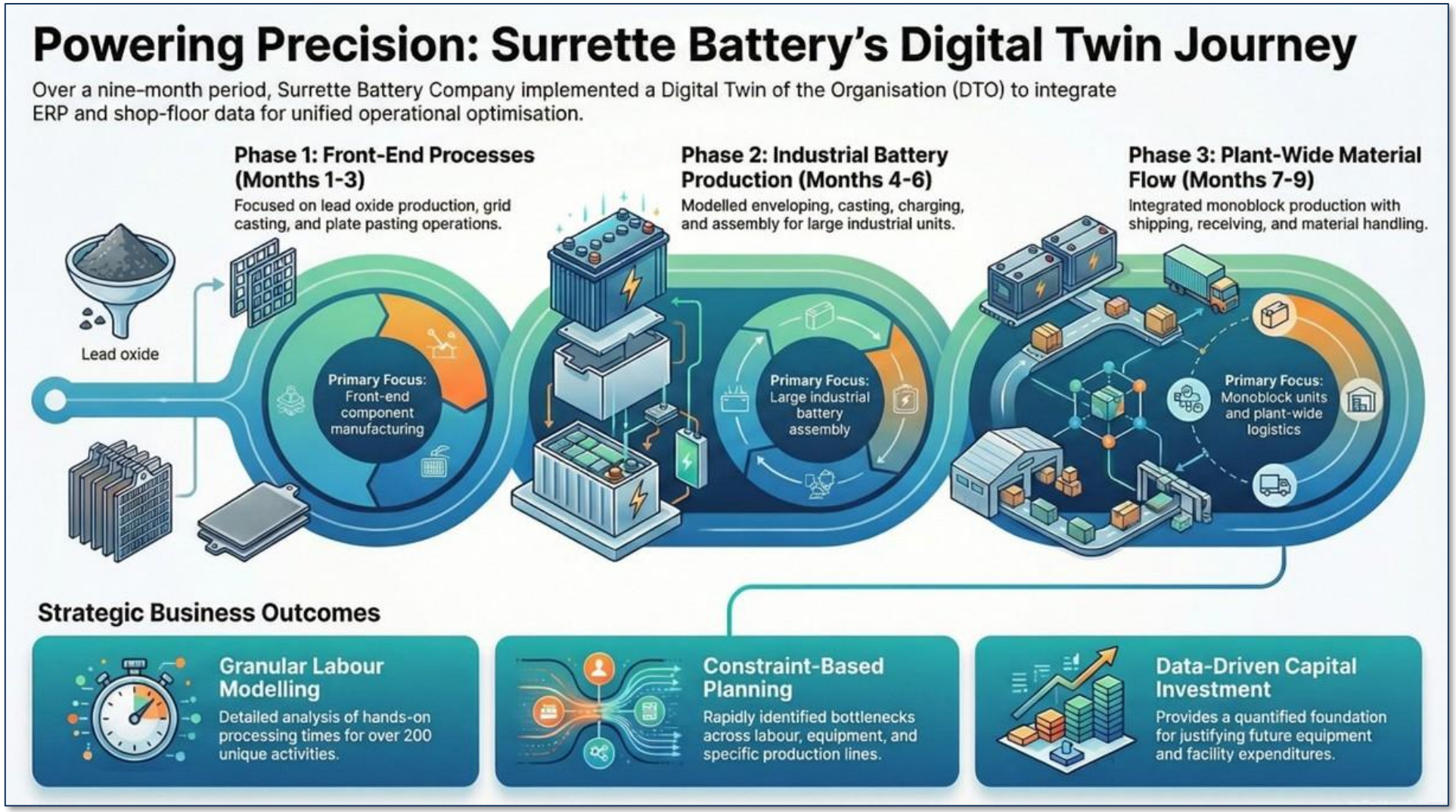
CBP-DTO Use Cases
Government Services (Nova Scotia Crown Lending)



CBP-DTO Use Cases
Manufacturing (Surrette Battery)



Qualiware & CBP – A Fully Integrated DTO Solution

Rapid, data-driven DTO linking enterprise architecture with operational simulation & financial outcomes

Alignment Between Strategy and Execution

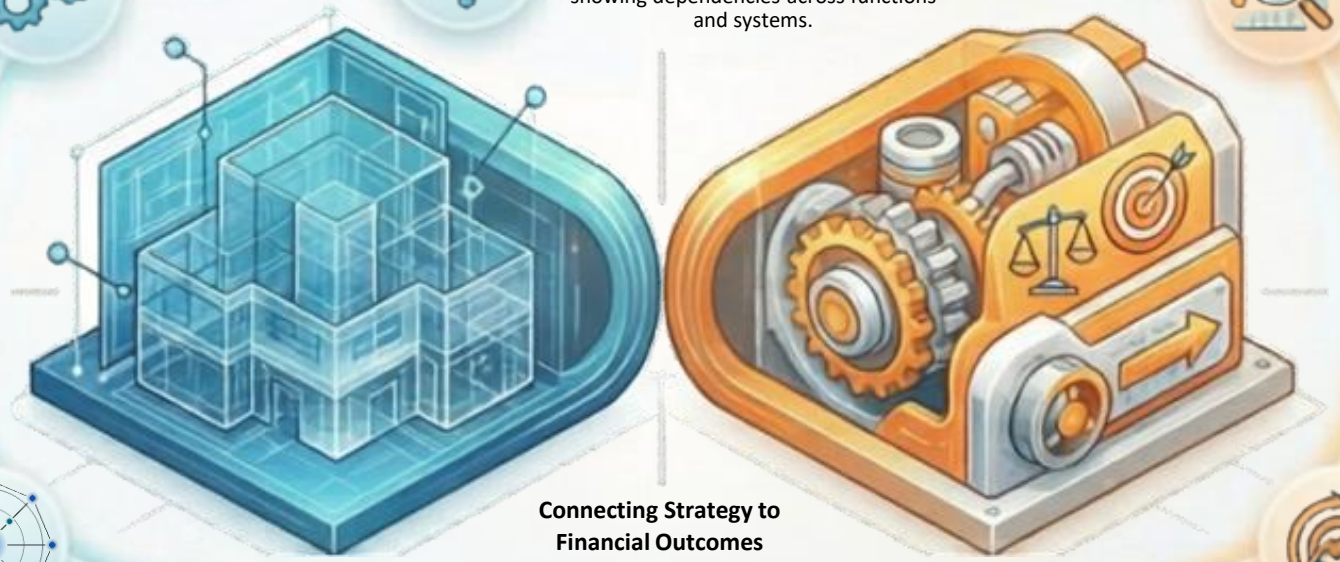
Directly links strategic intent to operational activities, ensuring alignment with measurable business outcomes.

End-to-End Visibility

Provides a single source of truth that eliminates siloed decision-making by showing dependencies across functions and systems.

Fact-Based "What-If" Analysis

Shifts decision-making from intuition to evidence by quantifying the impact of changes on cost, capacity, and service levels before implementation.



QualiWare: The Structural Blueprint

Captures the enterprise contest by linking strategic objectives to business capabilities, processes, workflows, and data relationships.

CBP: The Analysis & Planning Engine

Operationalizes the blueprint by using real-world data to simulate throughput, resource utilization, and the financial impact of "what-if" scenarios.

Managing Digital Transformation

Unifies compliance, architecture, and process management so organizations can transform confidently.

Connecting Strategy to Financial Outcomes

This integration ensures that every operational change is validated against its ability to deliver strategic goals and maintain profitability.

Accelerated Continuous Improvement

Creates a living management system that monitors performance and provides a foundation for evaluating change initiatives.

Benefits and Use Cases for DTO – scan to learn more!

Qualiware DTO Webpage

Qualiware DTO Blog

Qualiware & CBP

DTO Advisor Tool

Mike's LinkedIn

Upcoming Virtual DTO Webinars & Workshops

- June 3, 2026 (9am ET/3pm CET) – Webinar: Utilizing DTOs in Manufacturing
- June 8-11, 2026 (half days) – Workshop: Implementing a DTO in Services (business users)
- June 22-25, 2026 (half days) – Workshop: Implementing a DTO in Manufacturing (business users)
- July 13-16, 2026 (half days) – Workshop: CBP-DTO Modeler (technical modelers)

Thank you!

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