



GUIDE TO UPGRADING OUTDATED SYSTEMS

Are Outdated Systems Constraining Your Progress?

Inflexible and outdated UIs

Outdated systems often have clunky, outdated user interfaces that frustrate users. Xequals allows creating intuitive, responsive interfaces.

Rising maintenance costs

Outdated systems require expensive custom maintenance. Xequals reduces Total Cost of Ownership (TCO) by leveraging our open ecosystem.

Integration challenges

Connecting outdated systems to other modern tools you already use can be difficult and expensive. Xequals' API-first architecture simplifies integration between systems.

Security and compliance risks

Outdated outdated systems pose security risks and compliance challenges. Xequals provides robust security and privacy tools.

Vendor lock-in

Proprietary outdated systems lock you into relationships with vendors. Xequals leverages open source with no vendor lock-in.

Lack of agility

Change is hard to implement in outdated systems. Xequals can help you innovate.

Limited digital experiences

Building complimentary mobile apps, business apps, etc. is hard with outdated systems. Xequals powers multi-channel digital experiences.

Unoptimised processes

Outdated systems enable outdated business processes over time. Partnering with Xequals is a chance to optimise.

Poor Customer Experience

Outdated systems make delivering personalised, optimised customer experience (CX) difficult. Xequals has CX best in our DNA.

Scarce skills and expertise

Finding resources skilled in outdated outdated tech is challenging. Xequals helps you modernise your technology & provide training to ensure continued success.



HOW XEQUALS MAKES MODERNISATION HAPPEN

The benefits of upgrading outdated software include

Fresh-looking, intuitive, and responsive user interface - Xequals provides flexible, modern User Interfaces optimised for any device.

Compatibility with modern third-party systems - Xequals integrates easily with other tools/systems via open APIs. For example integrating your application with: Salesforce, Xero, MailChimp, etc.

Hosting the software on a less expensive platform - Xequals reduces outdated hosting/maintenance costs.

Reduced number of supported platforms and decreased operational expenses - Consolidating systems with Xequals reduces IT overhead.

Improved design, structure, and overall user experience of your application - Xequals enables polished, user-centric digital experiences.

Leveraging Modern Tech Advances - Xequals provides pathways to utilise the latest, most capable technologies.

Optimised business processes and reduced technical debt - Partnering with Xequals is an opportunity to streamline systems.

Ultimately, modern applications built by Xequals contribute to your company's growth because they include new features that help **streamline processes** and **improve data flow, analysis, and overall performance** compared to outdated systems. Xequals' flexibility, scalability and agile methodology drives business innovation.



OVERCOMING MISCONCEPTIONS ABOUT MODERNISATION

Myth: Modernising is too expensive and risky.

Reality: While there are costs, continuing with outdated systems also carries major risks and expenses. Prioritising modernization delivers ROI.

Myth: Our outdated system works fine, no need to change.

Reality: Outdated systems limit abilities to innovate and optimise. Modernising unlocks new potential.

Myth: We'll lose all our data and workflows.

Reality: With careful planning, data and key workflows can be retained. You build on institutional knowledge.

Myth: Our team won't be able to handle a new system.

Reality: With training and coaching, staff can become proficient quickly and will appreciate new efficiencies.

Myth: We need to modernise everything at once.

Reality: An incremental, step-by-step approach to modernising systems mitigates risk and disruption.

Myth: This will take years of work to see benefits.

Reality: Smart scoping delivers quick wins that justify larger modernisation roadmaps.

Myth: We'll be locked into vendors again.

Reality: Xequals leverages open source software to ensure control and flexibility you don't get with proprietary systems.



WHAT TO LOOK FOR IN A MODERNISATION PARTNER



Experience and expertise - Look for extensive experience modernising systems similar to yours, deep expertise in your technology stack, and a solid technical team. Ask for case studies and customer references.



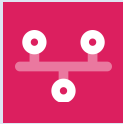
Methodology - Assess their strategy and processes for ensuring a smooth migration. Do they have proven approaches for data mapping, integration, testing, training, and change management?



Platform and technology - Ensure the modern technology they recommend is flexible, scalable, and has a robust ecosystem. Ask why they chose the platform and understand licensing costs.



Customisation capabilities - Evaluate ability to customise the new system to your unique needs both initially and beyond. Seek out preservation of any key customisations.



Cost and timeline - Require a detailed project plan with expected timeframes, deliverables, costs and ROI. Ask what could impact timing or budget.



Project management - Examine project management practices, communication plans, and how they track KPIs like system uptime. Look for regular status reports.



Hosting, support and maintenance - Review service-level agreements for uptime, responsiveness, security practices, roadmap input, and support model.



Training and adoption - Ensure they have effective strategies for training staff and driving adoption of the new system. Ask about available resources and materials.



Selecting the right modernisation partner is critical. Evaluating ability to deliver on time, on budget, and achieve business objectives builds confidence in a successful migration.

At Xequals, we recognise selecting the right partner is critical for successful modernisation of outdated systems. With over 12 years of experience migrating organisations to modern technology, Xequals fulfils these key partner evaluation factors.

Ask us how we can help you

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CUSTOMER SUCCESS STORIES

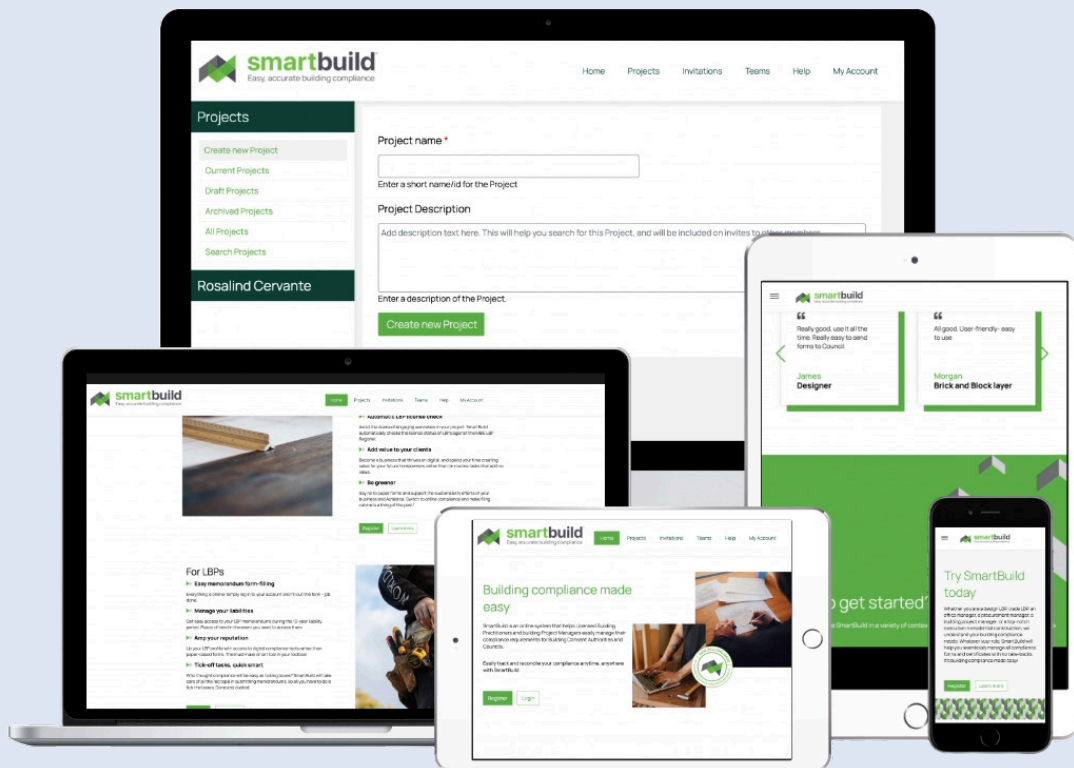
These stories demonstrate how Xequals has helped.

SmartBuild

Manual building compliance processes create headaches for New Zealand builders and regulators. But SmartBuild envisioned a better way. By developing an automated compliance management platform with Xequals, SmartBuild transformed cumbersome paperwork into streamlined digital workflows.

With a user-friendly interface, centralised data, and automated notifications, SmartBuild makes achieving compliance easy. Builders and regulators access permits, documents, and inspection reports with a few clicks. Real-time dashboards enhance collaboration and oversight. Third-party integrations ensure accurate data exchange to facilitate monitoring.

The results? Compliance processes that once dragged on for weeks now take days while compliance rates reach new highs. SmartBuild utilised Xequals' flexibility to innovate and deliver robust capabilities that were desperately needed. The company continues to enhance the platform to further ease burdens for builders and regulators alike. By digitising compliance, SmartBuild propels construction forward in New Zealand.





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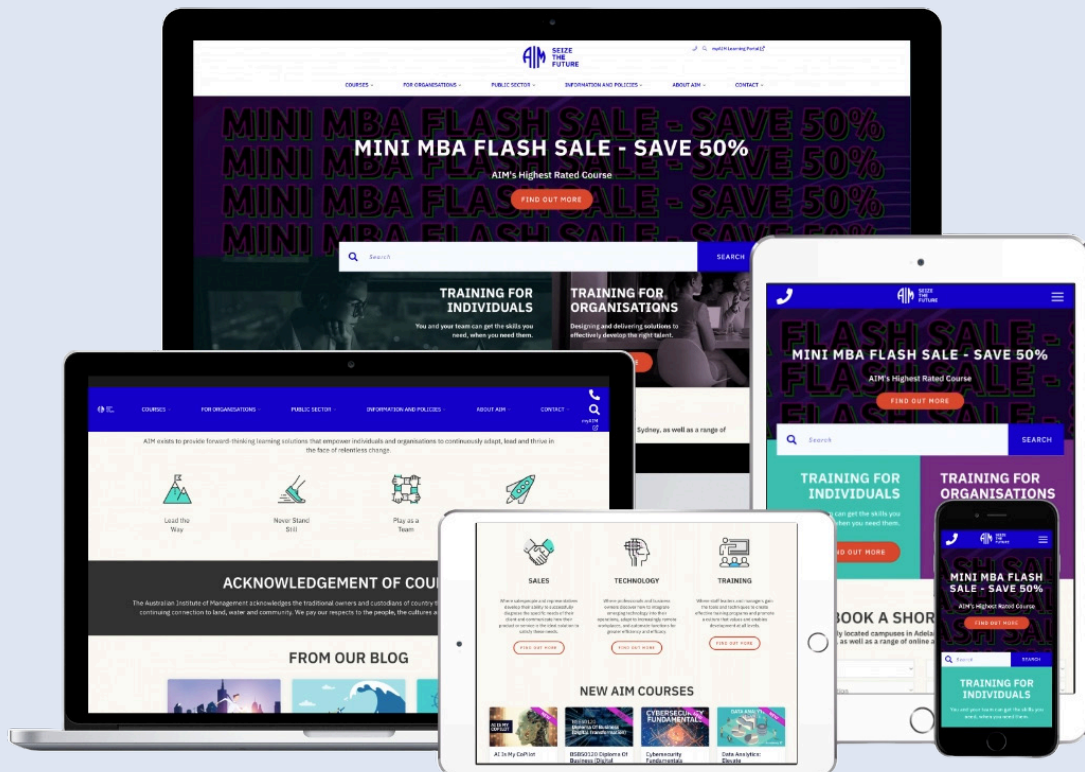
Australia Institute of Management (AIM)

As Australia's top leadership development organisation, AIM needed to adapt to rapidly changing customer behaviours. But their outdated ecommerce platform made that difficult. By partnering with Xequals, AIM succeeded in seamlessly migrating to an optimised platform architecture.

Leveraging Xequals' specialised ecommerce migration skills, AIM upgraded their complex platform integrated with Salesforce, Marketo and more. Despite overloaded data, Xequals streamlined flows and provided best practice guidance. Rigorous testing ensured zero downtime during the transition.

The result is a future-proof foundation enabling AIM to deliver innovative learning products online. New customer-friendly interfaces drive engagement and sales. Ongoing support from Xequals helps AIM maintain their competitive edge.

Even complex migrations can be smooth with the right Modernisation Partner. For AIM, Xequals delivered the advanced yet easy-to-manage platform needed to propel continued leadership development success.





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Skills Consulting Group

Facing major organisational changes, Skills Consulting needed to rapidly build a custom farewell platform for departing staff. With only 5 business days before launch, they turned to experts Xequals.

Through round-the-clock collaboration, Xequals designed and developed an intuitive, on-brand solution meeting Skills Consulting's imperatives. Automated imports accelerated rollout to employees.

The result? A meaningful digital experience for staff goodbyes, delivered in near-real-time thanks to Xequals' agile expertise. By going above and beyond, Xequals delighted both Skills Consulting leadership and their departing team members when it mattered most.

Even impossible deadlines can be conquered with the right Modernisation Partner. For Skills Consulting, Xequals showcased the power of flexible solutions implemented at breakneck speed.



IT'S TIME TO MODERNISE WITH XEQUALS

Is maintaining outdated systems holding your organisation back? Continuing on ageing infrastructure will only get harder and more expensive, with growing risks.

Now is the moment to partner with modernization experts Xequals.

Through a free consultation, we'll assess your environment and goals, providing a strategic plan to transition smoothly to an agile, open Drupal platform.

With 12+ years of successful legacy migrations under our belt, you can trust Xequals has the specialised experience to deliver.

Contact us to unlock modernization benefits like:

- Reduced IT costs
- Empowered teams
- Improved customer experiences
- Increased efficiency
- Faster delivery of capabilities

Don't let legacy systems put your future at risk. Xequals makes modernization achievable.



Get started today:

info@xequals.com

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We look forward to shaping the ideal solution to meet your modernization needs. The longer you wait, the harder change becomes. Reach out now to start moving forward with Xequals.