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## CONSULTING AND INTEGRATED SOLUTIONS FOR INTELLIGENT NETWORK MANAGEMENT

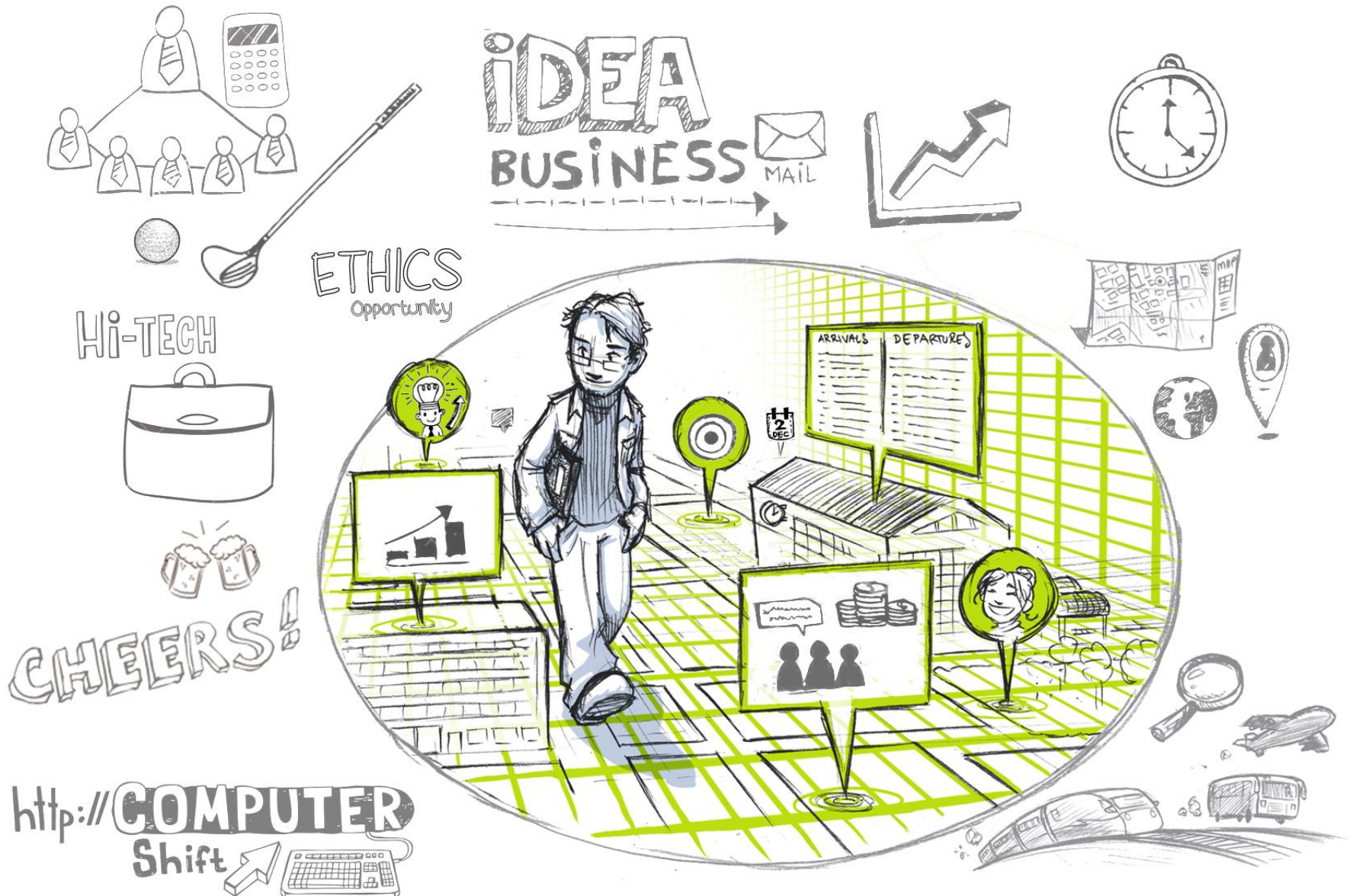
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MAR 2015



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- Our path to here and now
- Opportunities
- Our products and solutions
- Immediate Sales Growth Opportunities
- SWOT
- Competition & Industry Analysis

# About me



# About BRSIG

BRSIG is a company specialized in information management for engineering and utilities using georeferenced data solutions.

We have more than 15 years of experience in the European Union and are now expanding our operations also to Latin America with a fixed base in Brazil, in Sao Paulo.

Through software and consulting, geographic information tools are used as support for management and control in several industry segments, including Public Administration and Public and Private Services Concessionaires.



## Mission

To optimize and simplify management and administrative control with georeferenced information solutions.

## Vision

To offer business solutions that facilitate and reduce losses in administrative processes, adapted to the cultural reality of processes of each different type of implementation.

## Values

- To contribute with solutions that help in the preservation of the environment and natural resources.
- Information transparency.
- Use of high-tech solutions. Professional and experienced partners.
- Feel the efficiency and contribution of each client in the process.
- To grow as a result of the success and satisfaction of each client.



# Our path to here and now

**Analysis**

**Experience**

**Clients**

**Partners**





# Opportunities



**Information management**  
**Resource spending**

**Demanding solutions**  
**Integrated registries**

**All purpose tool**

**workflow**

**Autonomy**



# Our products and solutions



Registry and Management of Utilities Networks  
(Water, Sanitation, Communications, Energy, Gas, Data)

Integrated Management of Building or Personal  
Income Taxes with Territorial Mapping and Geolocation



Urban Mobility Solutions

Specialized Consulting





## Registry and Management of Utilities Networks (Water, Sanitation, Gas)

- Unified scalable web solution for easy-to-use registry and management of infrastructure networks .
- With the emergence of regulatory agencies in these sectors, all operators will have to use this type of technology in order to meet some of the reporting and monitoring obligations to the regulators.
- Because BRSIG solutions were developed with open source technologies, scalability is easy without a large increase in cost. The software adapts to the user's needs, and it's not the user that adapts to the software limitations.
- With no limit to the number of users, this technology allows horizontal use across the organization





## Registry and Management of Utilities Networks (Water, Sanitation)

- Management rationalization, increased productivity and optimization of operation and maintenance.
- Solution sold as a product.
- SaaS solution.

## Integrated Management of Building or Personal Income Taxes with Territorial Mapping and Geolocation



- Unified scalable web solution for easy-to-use integrated territorial registry and management of taxes either by a central or multiple local government bodies.
- Easy and efficient management of territorial based goods taxation using territorial mapping and geolocation.
- The application allows you to manage a database with all kinds of information: alphanumeric, vector, wallpapers, etc.
- With no limit to the number of users, this technology allows horizontal use across the organization

# Our products and solutions

## Integrated Management of Building or Personal Income Taxes with Territorial Mapping and Geolocation



- Management rationalization, increased productivity and optimization of operation and maintenance.
- Solution sold as a product.
- SaaS solution.



Integrated Management of Building or Personal Income Taxes with Territorial Mapping and Geolocation



Over **5K** Municipalities

10% market share

Não será necessário converter para dólares?  
Posso traduzir esta tabela depois.

# Habitantes	Qtd	Tipo	Licença/Implem	Manut		Mkt Share
Menos de 50.000	4 958	SAAS	40 000,00	6 000,00		54 800,00
De 50.001 a 500.000	569	Licença	600 000,00	120 000,00	1 920 000,00	109 248 000,00
Acima de 500.001	38	Licença	1 500 000,00	300 000,00	4 800 000,00	18 240 000,00
Potencial Anual Total					6 826 000,00	180 042 800,00

Values in R\$



## Urban Mobility Solutions

## Specialized Consulting



Projects developed on demand and according to specific needs.  
Minimum 3 month period for each project. Rates in this case, including skilled labor and specific technology, start at US \$250 / hour. Each 3 month project is estimated at \$132K.

## Strengths

Know How.

Plataform Proprietary.

Developed over open source technology

Web aplication and edition

High customization.

SAAS does not require competitive biding.

## Weaknesses

Difficulty to find the necessary skills in Brazil.

Capillary communication and distribution of solutions in Brazil ( Sales Channels ) .

## Opportunities

Access to skilled labor in Europe.

Lack of structural management.

New regulatory authorities in water utilities in primary stages of management.

Transfer of tax collection to the municipalities.

## Threats

Bureaucracy for approval of contracts in public administration.

Failure to disclose existing incentives for the public administration in solution contracting.





# Competition

## ORACLE®

- Non scalable proprietary solutions either in price or dimension.
- Specific infrastructure required to support the solution.
- Market leader in integrated database.
- High initial cost and complexity of maintenance, installation, operation and adaptation to specific needs.



- Non scalable proprietary solutions either in price or dimension.
- Specific infrastructure required to support the solution.
- Proprietary database incompatible with other DB (SQL Standard) .
- Very powerful software but of great operational complexity.
- High licensing and maintenance cost.

## INTERGRAPH

- Non scalable proprietary solutions either in price or dimension.
- Specific infrastructure required to support the solution.
- Outdated technology highly dependent on other CAD software.
- High licensing and maintenance cost.



- Non scalable proprietary solutions either in price or dimension.
- Specific infrastructure required to support the solution.
- Desktop oriented solutions, hindering corporate use.
- Rudimentary web solutions.
- High licensing and maintenance cost.



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