

Your Confident Guide to Digital Transformation



Five solution areas for digital transformation



Modern Networks

Your network infrastructure is the backbone of your business and is therefore essential it is well positioned to support your business.



Collaboration and Modern Work

With the way we work constantly evolving, you need to ensure your teams are empowered with cutting-edge solutions.



Customer Engagement

Delivering a great experience ensures your customers come back, driving revenue and brand loyalty.



Multi-Cloud and Data Centre

When looking to achieve application excellence, you need to balance multiple environments to best suit your apps and business outcomes.



Cyber Security

With an ever-expanding threat landscape, you need to ensure your data, network and brand are secure from malicious intent.

Why work with us? The Five C's



Capability

Market leading solutions and services from Natilik and best of breed vendors



Coverage

Working with Clients in over 100 countries with regional centres of excellence in EMEA, Americas and APAC



Consistency

Globally consistent approach across Discover, Design, Transition, Manage and Success



Clients

Working with some of the world's best companies across 14 different verticals



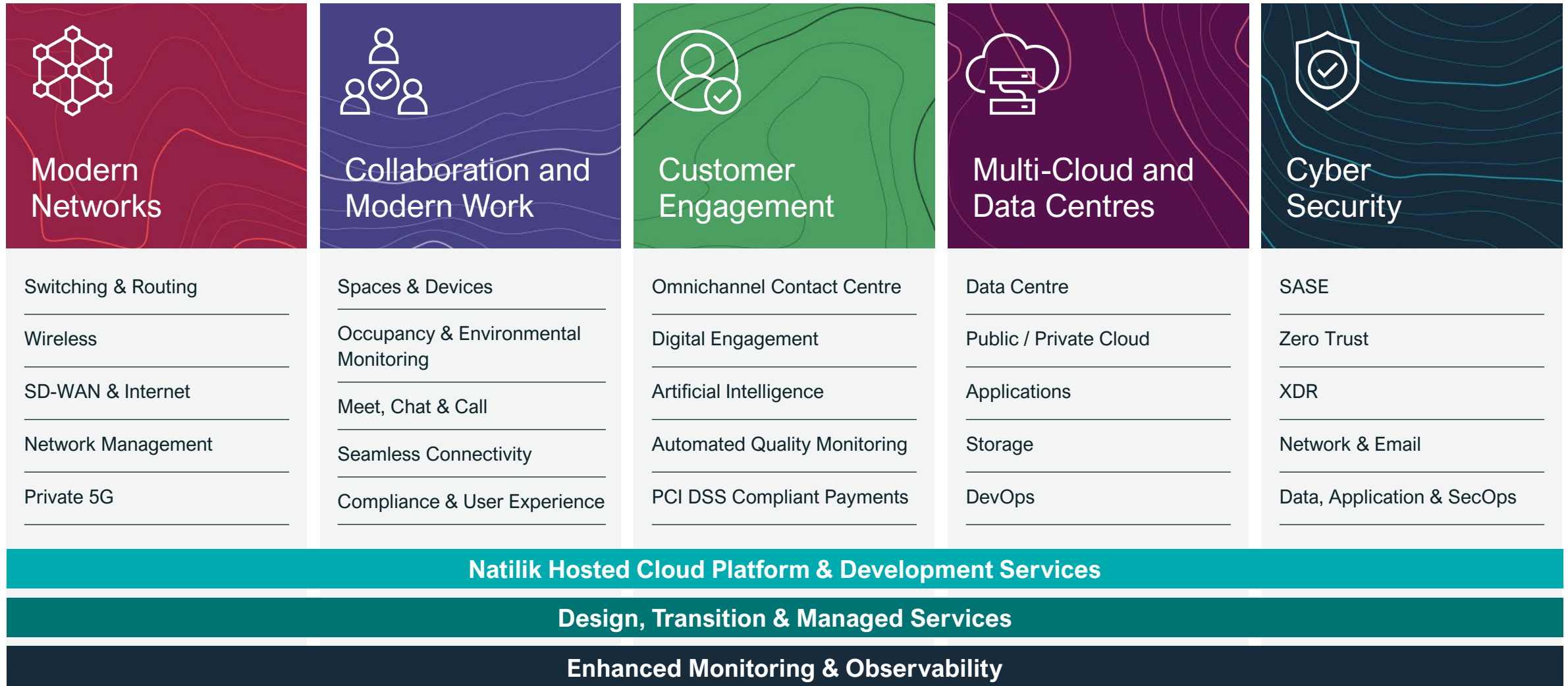
Culture

Building a business with a balanced purpose, caring deeply about our people, clients, partners and social/environmental impact

Capability: Our technology solutions

 Modern Networks	 Collaboration and Modern Work	 Customer Engagement	 Multi-Cloud and Data Centres	 Cyber Security
Seamless Connectivity	Smart and Sustainable Workplaces	Automation and AI	Sustainable Data Centres	User Security
Network Assurance	Seamless and Productive Work	Agent Excellence	Optimised Cloud Environments	Cloud Protection
Simplified Management	Security and Observability	Digital Experiences	Modern Applications	Breach Prevention
Natilik Hosted Cloud Platform & Development Services				
Design, Transition & Managed Services				
Enhanced Monitoring & Observability				

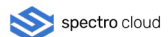
Capability: Our technology stacks



Capability: Our key technology partners



Our partners by technology

 Modern Networks	 Collaboration and Modern Work	 Customer Engagement	 Multi-Cloud and Data Centres	 Cyber Security
       	              	           	          	          
  				

Capability: Partner awards & accreditations

Natilik is delighted that the hard work of its people and teams has been recognised over the years through partner and industry awards.



Awards

66

Awards Won
Since 2013

3

Awards Won
in 2024



Accreditations



Master Collaboration, Enterprise
Networking & Security
Gold Provider & Integrator



Azure Solutions Partner
Infrastructure Solutions Partner
Modern Work Solutions Partner



Platinum Innovator
Authorised Support Centre



Advanced Partner



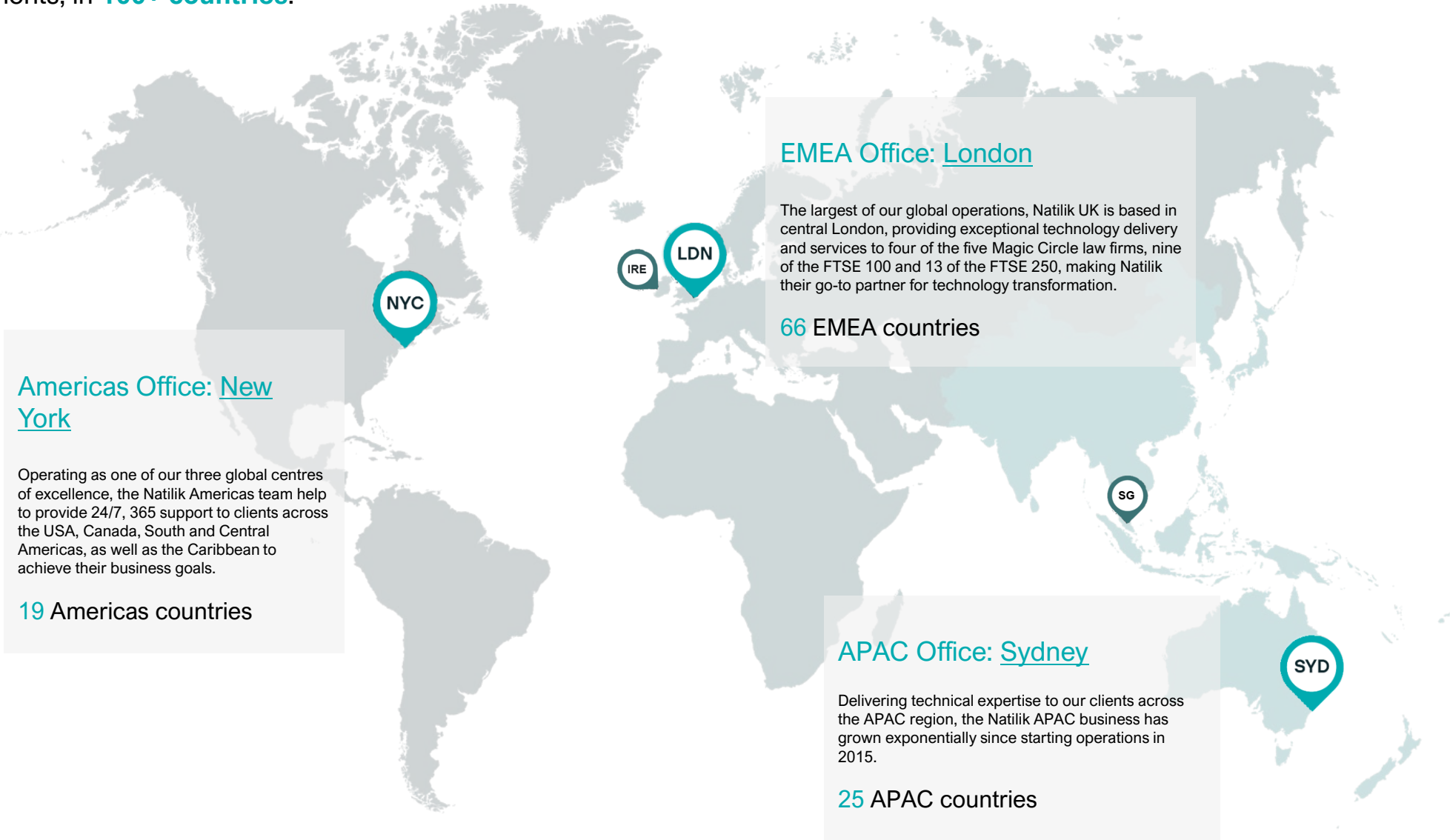
Elite Partner
Portworx Specialised Partner



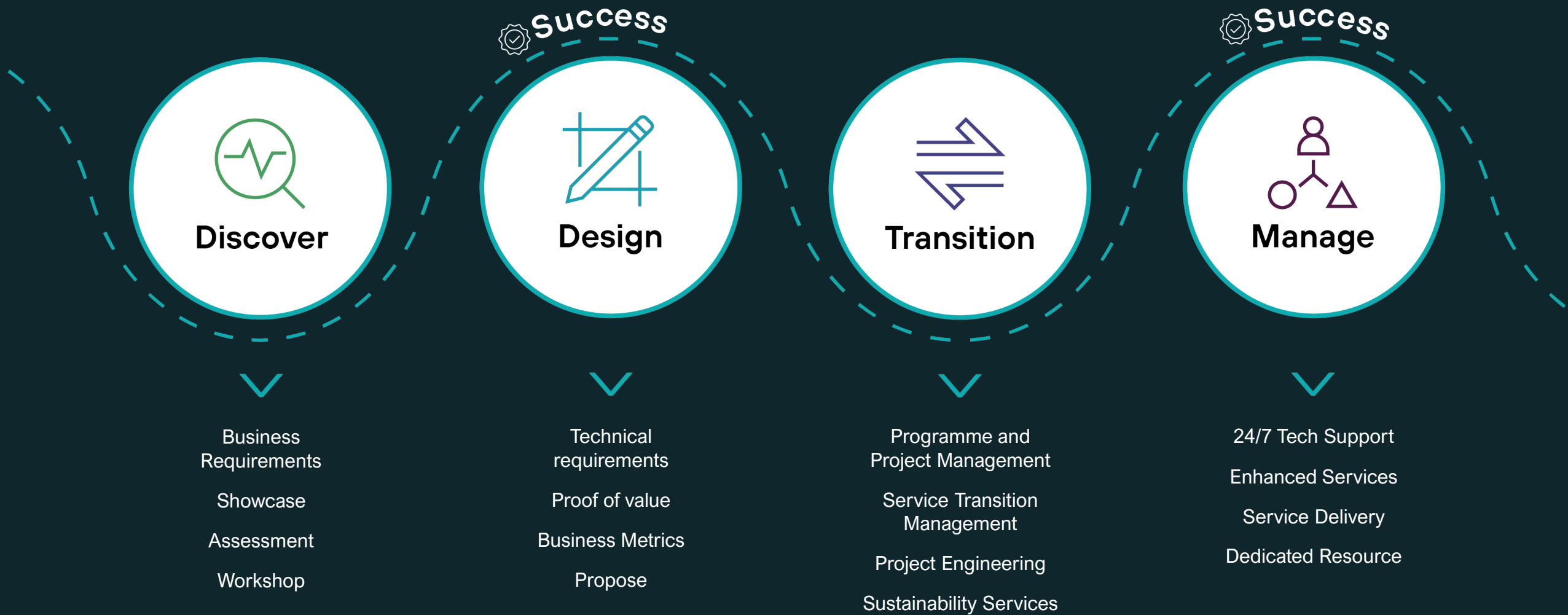
CXone Certified Partner

Coverage

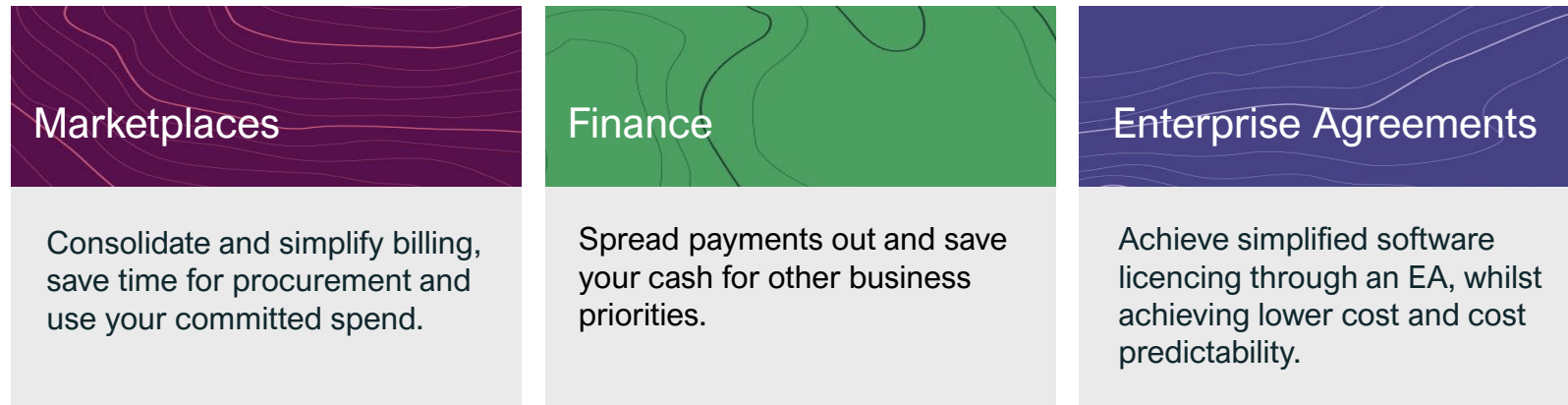
Operating from three centres of excellence, our clients benefit from in-region support across continents, in **100+ countries**.



Consistency: Our approach



Consistency: Value Exchange



Consistency: Value Exchange



Marketplaces

Consolidate and simplify billing, save time for procurement and use your committed spend.

Finance

Spread payments out and save your cash for other business priorities.

Enterprise Agreements

Achieve simplified software licencing through an EA, whilst achieving lower cost and cost predictability.

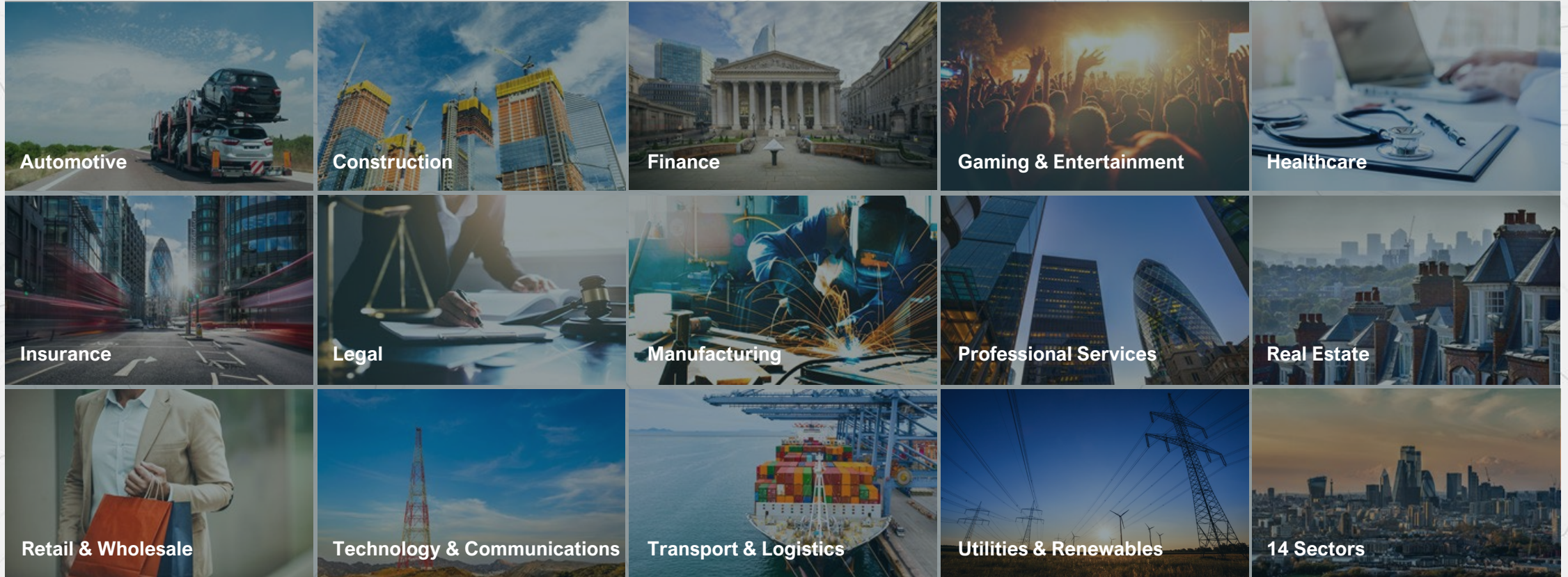
Natilik Community

Charity | Thought Leadership | Webinars | Podcasts

Social Events | Insights | Networking | CXO Dinners

The strip contains four images: 1. Five men in business casual attire standing on a golf course with Natilik flags. 2. A group of people standing around a McLaren Formula 1 car in a large hall. 3. A group of people in a social setting, possibly a bar or restaurant. 4. A group of people sitting around a table in a meeting or dinner setting.

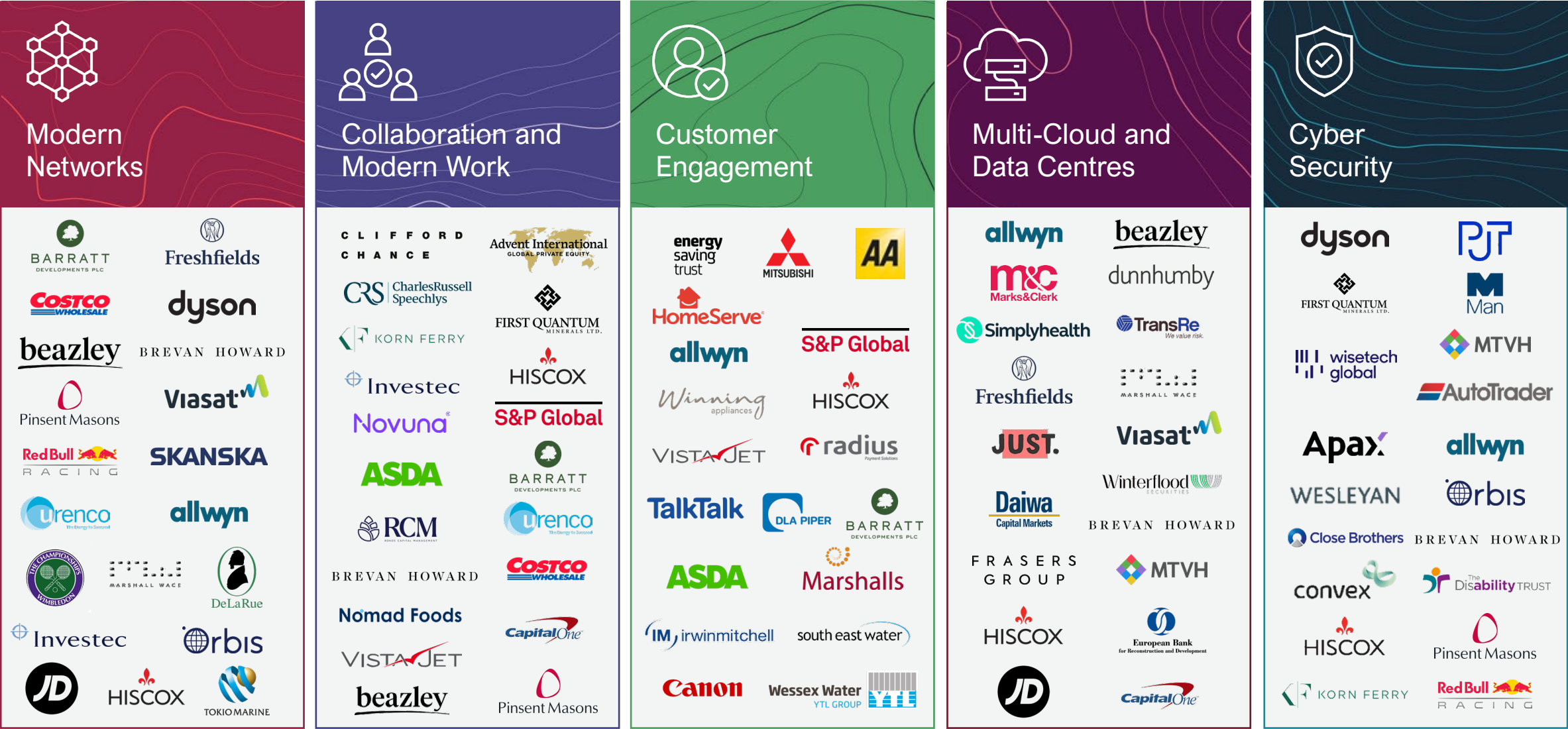
Clients: Where have we done it before?



Clients: By sector

Automotive   	Construction   	Finance   	Gaming & Entertainment   	Healthcare   
Insurance   	Legal   	Manufacturing   	Professional Services   	Real Estate   
Retail & Wholesale   	Technology & Communications   	Transport & Logistics   	Utilities & Renewables   	250 Clients

Clients: By tech stack



Culture: A business with a balanced purpose

People

250+

Natilik Experts

90%

Employee Shares

7th Year

UK GPTW

Clients

95%

Client Retention

60%

5+ Years

50+

5 Years NPS

Performance

£100m

Revenue

22%

Rev CAGR

100%

Organic Growth

Giving Back

2023

B Corp Certified

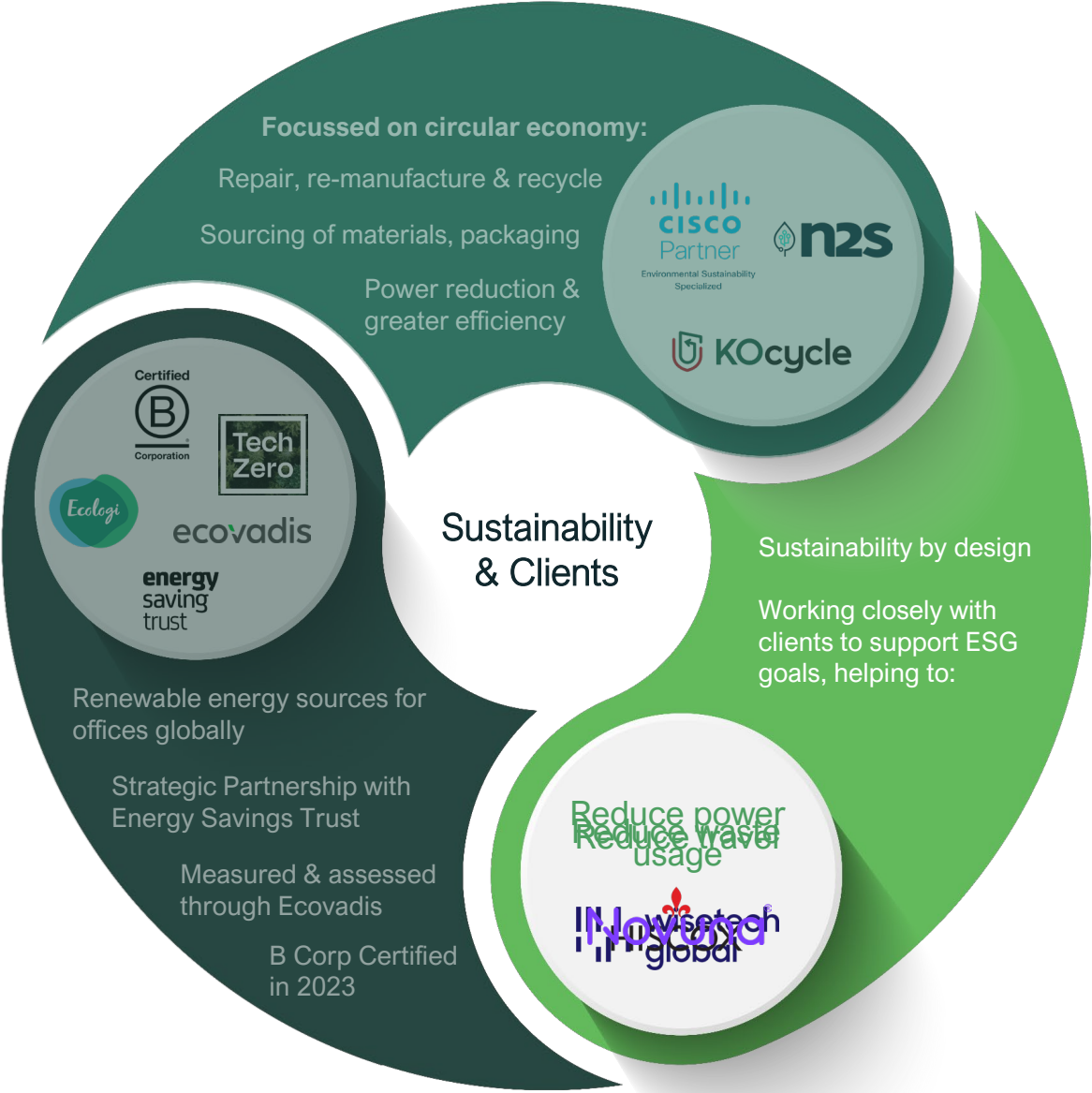
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Communities

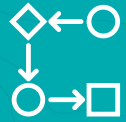
1%

Give Back

Culture: Making sustainable technology choices



Next steps



Business Requirements Capture

Understanding what is the desired outcome for the business



Showcase

Experience the art of the possible
in Natilik's Innovation Zone



Review

An in-depth analysis of the current
estate against best practices



Workshop

Focused discussion to tie to
solutions to business outcomes



Possible together.

