

A large, stylized logo in a dark blue, hand-drawn font. The characters '130X' are written with thick, expressive strokes. The '1' is a simple vertical line. The '3' has a large, rounded bottom loop. The '0' is a simple circle. The 'X' is formed by two intersecting diagonal lines that extend slightly beyond the intersection point.

ONE THIRTY X

Fractional
Workforce
Solutions

REVOLUTIONISING
BUSINESS
OPERATIONS

WHAT IS
ONE THIRTY X?

Introduction

Born through our **collective experiences**.
One Thirty X's mission is to share our **expertise, best practices, and lessons learnt**, at a fractional investment. Enabling our partners scale and enjoy long term success.



Startups

We help startups build **scalable best practices** across core disciplines including Revenue, Financial, People, Technology, Legal IT, and Data Analytics.

Our team can be **deployed flexibly**, at a fraction of the budget it would typically cost to hire all these roles full time.



Transformations

We support more established businesses plan for key future events or **undertake transformational projects**.

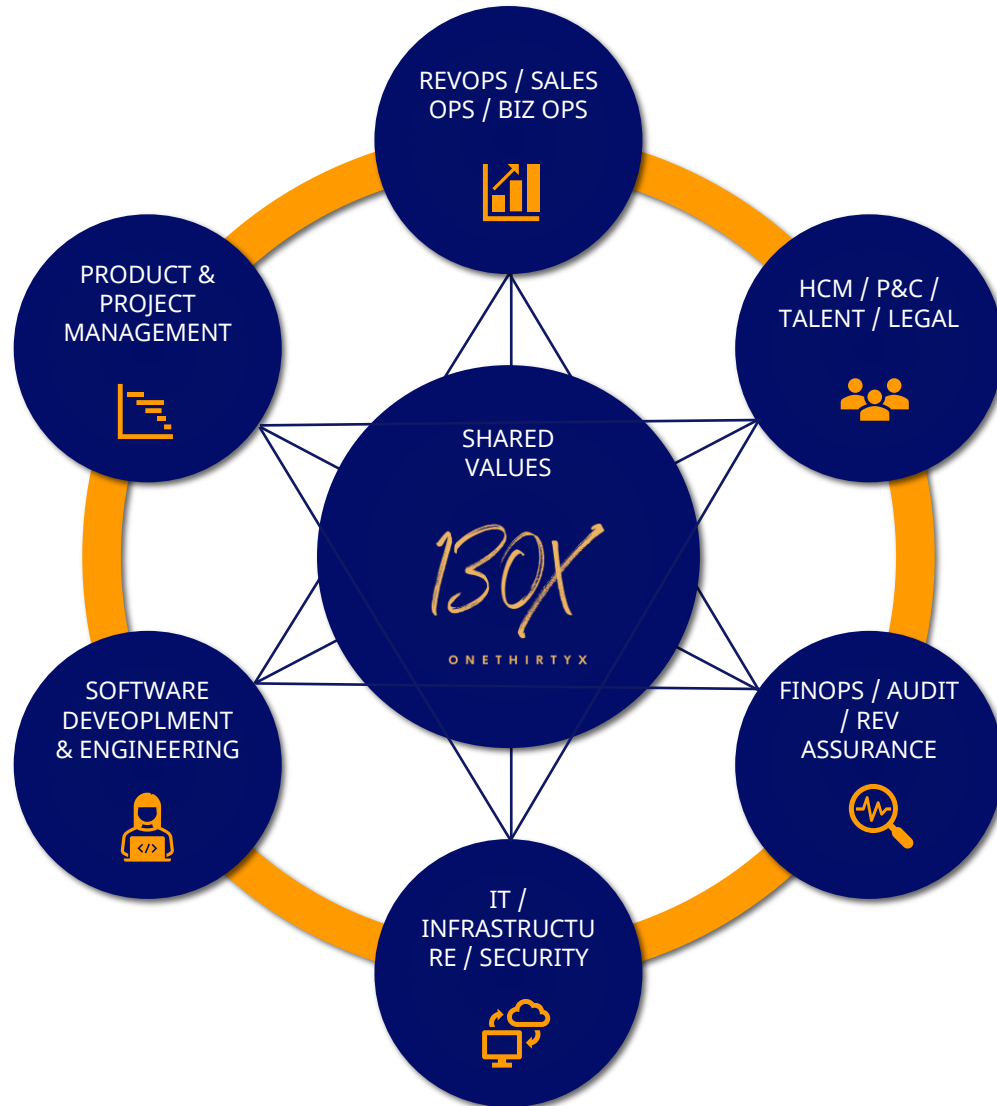
With specific expertise in helping drive change, we can provide the support resources, allowing leadership to **focus on business objectives**.



Bridging Cover

We assist with **departmental continuity** avoiding unnecessary human capital expenditure or rushing to fill a role.

As "**Executives-as-a-Service**", we bring cover to support your business with a temporary executive (e.g maternity leave, long term illness, or time to backfill post a departure).



Specialist Areas

One Thirty X expertise pillars on operational activities, business processes and data led decisioning.

WHAT DO WE
DO?

Solving Business Challenges

Example Functional Activities

Building
repeatable,
scalable, best
practices

130X

ONETHIRTYX

- Improve revenue growth rate by ~20-25%
- Employee Utilisation and correct deployments, cadence systems to prioritise highest value works

Operational Analysis & Strategic Insights



- Reduce cost to service by ~22%
- Reducing duplication and excessive manual tasks through aligned business processes

Process Improvement & Efficiency Enhancement



- Reduce IT spend by ~33%
- API Integration services & Custom Development & Applications
- Technology and systems rationalisation

Technology Integration & Digital Transformation



- Reduce exposure to financial and/or reputational loss
- Improve incident response times & accuracy through harmonised data

Risk Management & Compliance



- Reduce Human Capital Expenditure by up to 70% through over hiring
- Focused development & upskilling of incumbent staff improving retention & reducing turnover

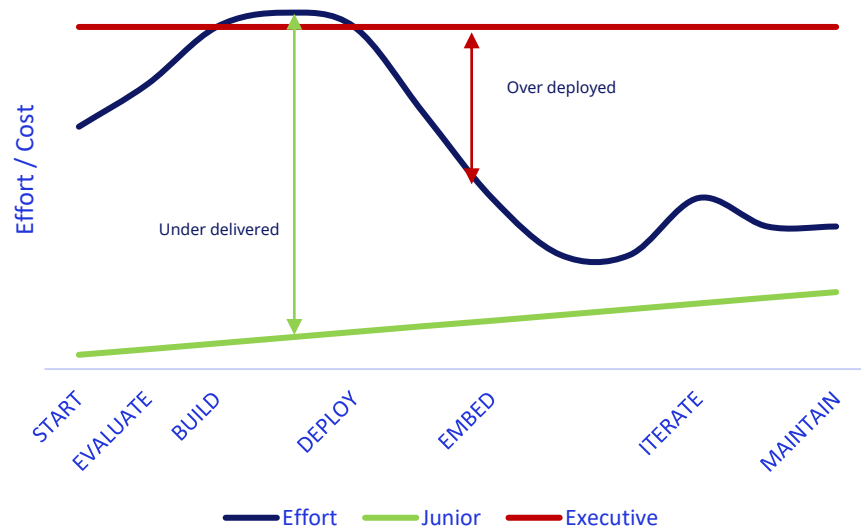
Training, Development, & Continuous Improvement



Hiring / Deploying Resources

Whether a Startup building new departmental processes, or an established business in transformation.

PROJECT EFFORT / APPLIED RESOURCE



OUTCOME

Deploying the right resource to scale with a project typically involves one of:

“Juniors” stretched beyond capability, underdelivering, and requiring extensive guidance which distracts executive time

“Executive” is hired with high salary who is then over-deployed once the project moves into embedding / iteration

Multi-tasking and/or deploying generalists are typically stretched either in specialisation and time across many projects

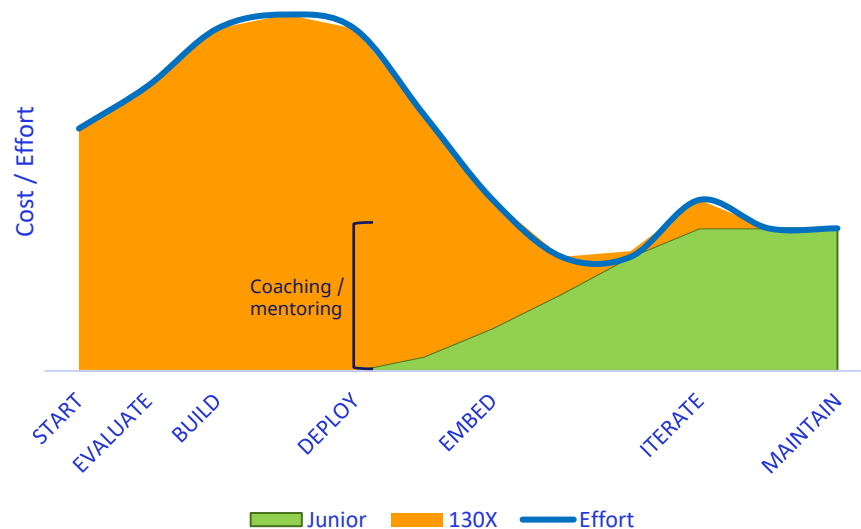


Scalable Expert Resources

Our specialists will scale as to the project workload with a smooth hand over.

PROJECT EFFORT / APPLIED RESOURCE

OUTCOME



One Thirty X deploys only the level of effort required for the project.

Our support and handover to more cost effective “Juniors” helps develop their capability faster, enabling them to support the long-term success of the project or process.



Case Study #1

Digital Asset Management Company – Engaged as Business Operations Specialist

PROJECT EFFORT / APPLIED RESOURCE

1. Initial Ad-Hoc arrangement to evaluate staff utilisation against business costs
2. Analysis presented to SLT at annual on-site
3. Deployed a 3 month accelerator program of 2 days per week, 1 on site
4. Scaling back to 1 day per week onsite training and handing over operational
5. Maintain a 1 day a month business review

OUTCOME

- ✓ Reduced cost to service by 22% (~\$400k)
- ✓ Improved utilisation rates by 27% worth an estimated \$2.4m per year in managed services
- ✓ Built models, trained & handed over to a developing project manager:
 - Automatic Scope of Work Generator
 - Monthly Utilisation Report in PowerBI
 - Customer Cost to Service Calculator



Case Study #2

Water Engineering Company – Engaged as Revenue Analyst

PROJECT EFFORT / APPLIED RESOURCE

1. Initial 2 day deployment to review customer work in progress data (27,000 jobs)
2. Analysis presented to CEO
3. Deployed at 1 day per week to build operational models and have regular cadence with Contract Managers
4. Additional 1 day a month to present updates to Senior Leadership Group

OUTCOME

- ✓ Saved the company the requirement to hire a COO role fulltime (~ £112,000)
- ✓ Identified £1.1m of stalled recurring revenue, recovering £250k in first month
- ✓ Conversion rates of jobs quoted to accepted improvements by 11%

WHO ARE WE?

Experience

Our Experience



ONETHIRTYX

All our experts and partners have gained experience from both "Tier 1" organisations and startups giving us a unique ability to bring scalable best practices to your business.

With a particular proficiency gained from the major Consulting Practices, SaaS Vendors, and FinTech's. Our experience includes a broad industry spectrum; including FSI, State & Local Gov, Utilities, eCommerce, Field Services, and Technology.

In deploying One Thirty X, your business can leverage a collective of Executive Leadership and Specialist Expertise, at a single point of contact, for a fraction of the investment of hiring all these roles full time.



Flexible

Our services can be deployed in a schedule that suits you, and your business requirements.

Specific recurring days

PAYG arrangements

Fixed scope deliverables



International

Our international expertise covers both commercial objectives as well as employment considerations.

International Markets

Offshore Hiring / Outsourcing

International Finance & Legal



Assured

Peace of mind that you are in the right hands for the right projects with expertise in their domain.

Referenced

Insured

Experienced

Deploy only what resources you need,
where you need them, when you need them

130X

ONETHIRTYX

www.onethirtyx.com
hello@onethirtyx.com

+61 410 704 658