



Braintree Pty Limited Pty Limited is a Management Consultancy firm specialising in the Financial Markets.

The culture of Braintree Pty Limited is one that emphasises our commitment to long-term business value for our clients. We are recognised by banks throughout Asia Pacific for our business and technology competence in our specialised market.

We have a clear aim:

To implement the optimal business solutions for our client, placing them in a superior position to their competitors

Braintree Pty Limited provides its clients solutions in three principal areas:

Consulting & Project Services

Recruitment Services

System Vendors

Our partnerships with leading hardware and system vendors ensure our clients benefit from optimal solutions.

WHY BRAINTREE PTY LIMITED?

- We have a proven record amongst leading global financial institutions
- Our clients include financial institutions that are seeking assistance to engage in non-traditional market practices, and
- Develop innovative approaches to compliment their business strategy
- New business development and competitive management practises help our clients achieve best practise methodologies and remain on the leading edge.

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Braintree Consulting & Project Services

We define *Consulting Services* as encompassing the formulation and assisting with the implementation of new business strategies to gain competitive advantage in the marketplace.

We use our experience in proof of concept analysis, market research, quantitative analysis, and strategic business planning and marketing to formulate our strategies. Braintree Pty Limited has a track record of executing and delivering on strategic initiatives.

Braintree Pty Limited also offers a wide range of *Project Services* utilising experienced Technical Developers, Business Analysts, Project Managers, Program Managers to offer a full suite of skills to implement a successful project. Areas of core competency include:

Strategic Planning and Execution

Business Process re-engineering

System Reviews & Selection Processes

Solution Implementation & System Integration

Project Management

Risk Management

Market risk, Credit risk and Operational risk analysis

Operational Management and Straight Through Processing

Audit & Quality control

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Braintree Recruitment Services

Braintree Pty Limited offers resource solutions for their clients in the Financial Markets offering Contract and Permanent staff placements.

Our clients have been established over many years and understand the core competencies in which we specialise. Knowing that Braintree Pty Limited understands our client's business, and the requirements of the positions available, our clients have confidence in the calibre of candidates proposed.

Since our candidates are specifically qualified in areas covering our own core competencies, they are only made available to our clients if Braintree Pty Limited considers them suitable after several stages of qualification.

Braintree Pty Limited has an extensive network of resources and dedicates a great deal of time to building relationships with qualified individuals, retaining them within our pool of affiliates so that they can be readily available to our clients as required.

Braintree Pty Limited sources its candidates from both on and off shore. We have alliances with organisations that offer services for immigration and work permits to ensure an easy transition for off shore expertise and candidates.

Our resources are specifically hand picked for their highly specialised skills to work on assignments within Braintree Pty Limited. We focus on the quality of our resources who in most cases have either worked with us on previous assignments or who are highly recommended by our clients and network base.

To get more information on our recruitment services, please email us at recruit@braintree.net.au

We would be delighted to visit you and talk about the services we offer and your potential requirements.

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System Vendors

Braintree Pty Limited works with System Vendors to ensure our clients benefit from the latest industry knowledge and recommendations. Our experience with software vendors can assist our clients in selecting and negotiating the optimal solutions to suit their business requirements.

Braintree Pty Limited also offers a full range of services to the System Vendor to offer local support through a life cycle from identifying and qualifying opportunities to completing the implementation of the system solution.

Our experience with System Vendors extend across Sales, Marketing, Client Services, Partnership establishment and Post Sales Support & Maintenance. Products that we specialise in are applicable to Investment Banks, Fund Managers and Corporate Treasurers.

Areas of core competency include:

- Sales and Marketing
- Market Research and Analysis
- Preparation of Proposals and Presentations
- Account Management
- System Implementation & Project Management
- Client Services and Support
- System Upgrades
- Developing and delivering tailored training courses

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PARTNERSHIPS

Braintree Pty Limited offers unique partnership arrangements with System Vendors who are entering new markets by providing access to our Financial Markets network, actively participating in sales presentations and providing Pre and Post Sales support and facilitation. Our partnerships allow System Vendors to quickly and easily access new markets.

Partnerships are struck on an informal basis initially, enjoying a mutual understanding of services and products. Formal partnerships are based upon official engagements and vary depending on the nature of such engagements.

OPPORTUNITIES/MARKET RESEARCH

Braintree Pty Limited recommends and introduces System Vendors to our clients in the region. Your investment in furnishing Braintree Pty Limited with an understanding of your product solution increases opportunities for sales of your solutions in the region.

Perimeter – Denis McQuade, Regional Manager. “We were quickly able to secure a global license for our reconciliation package with a leading Australian Bank based on the recommendation made from [Braintree Pty Limited](#).” Mr McQuade goes on to say, “The Bank had already reached a conclusion on what they thought were the only solutions available, but [Braintree Pty Limited](#) advised them of a better, more suitable solution, and we have not looked back since”.

PRE-SALES SUPPORT

Braintree Pty Limited partners with System Vendors to provide pre-sales support services in the region.

SALES

At Braintree Pty Limited, value is added through our network of clients and our experience in pre and post sales activities. We believe the ownership of sales should remain with the System Vendors or an elected professional sales representative in the region, where formal distribution agreements are not in place.

Distribution agreements can be established with organizations where no pre-existing competitive agreement exists.

POST-SALES SUPPORT

Braintree Pty Limited works with the System Vendor and client, offering project management and support professionals to ensure a smooth and timely integration of the system solution with minimal risk.

Post sales activities include preparing functional specifications, facilitation of system installation, data migration, user training and testing, acceptance of the system, for a full and complete implementation. Resources dedicated to the

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project will have a long-term commitment with the client in the region and continue to support their ongoing requirements and upgrades. Braintree Pty Limited forms a formal partnership with the System Vendor to offer post-sales support by applying skilled consultants to represent the System Vendor through these activities. The System Vendors cost are significantly reduced by using local resources and free up other resources to concentrate on further business opportunities.

CLIENT SERVICES AND MAINTENANCE

Braintree Pty Limited offer dedicated and skilled consultants to work with your product and provide a first level, local support service in the region and time zone.

Braintree Pty Limited will accommodate your Client Services personnel and continue to introduce them to the ever growing network of representatives of the market, enabling your company to gain from first hand opportunities as they arise.

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