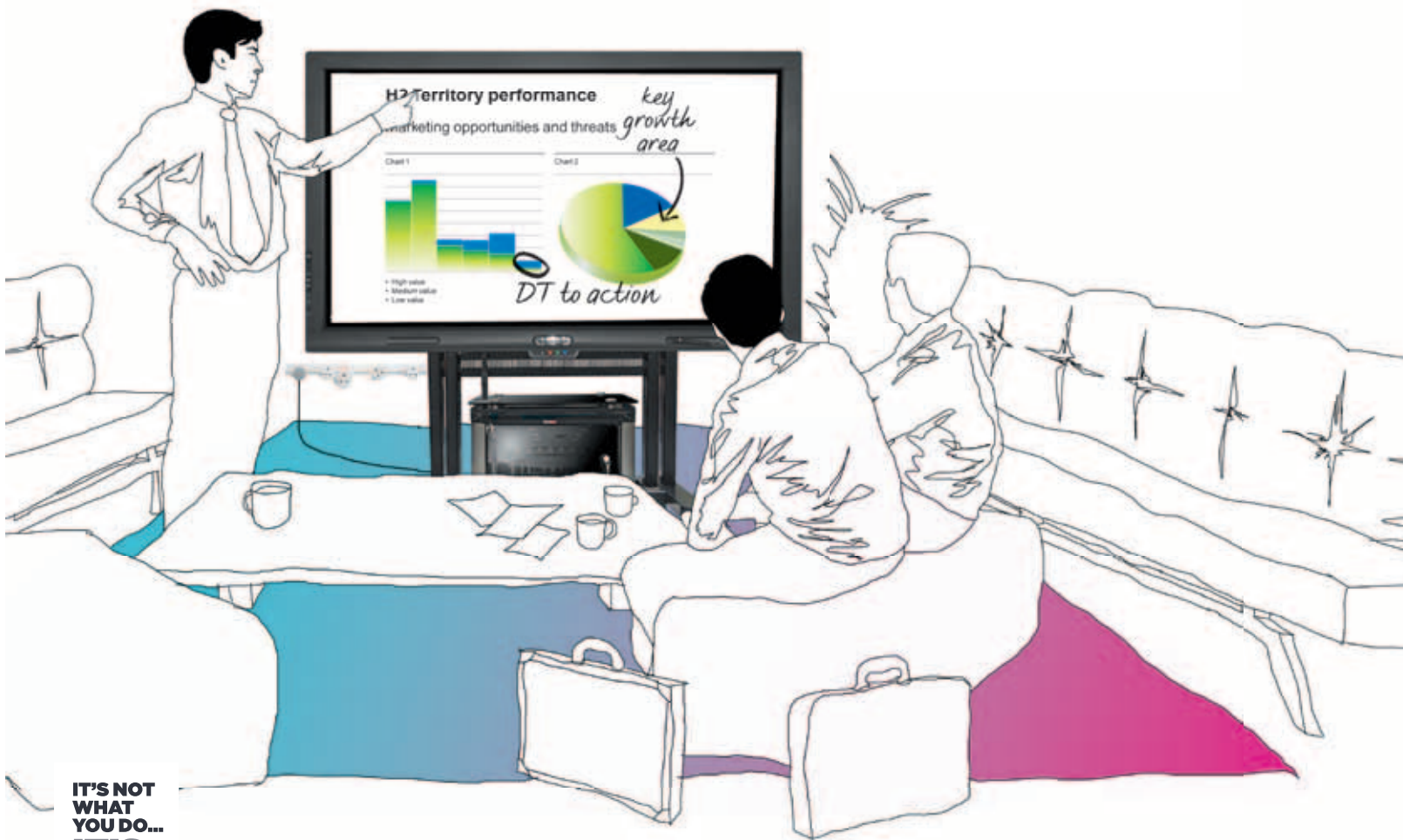


PRODUCTIVE WORKSPACES

CREATE AN EFFICIENT AND EFFECTIVE WORK ENVIRONMENT,
BOTH IN THE OFFICE AND REMOTELY



IT'S NOT
WHAT
YOU DO...
IT'S
THE
TIME
WAY
PLACE
THAT
YOU
DO IT.

THIS IS BUSINESS PRODUCTIVITY

TECHNOLOGY WITH PURPOSE

steljes®

THIS IS PRODUCTIVE WORKSPACES.

£88bn

Non-productive time costs the UK
£88 billion a year.
Source: Proudfoot Productivity Report

“

Productivity in the workspace is an elusive beast. Our office space comes at a premium and is a significant cost to the business. Yet I walk around the office and see that over half of the desks are empty most of the time. I don't necessarily work with the people I sit next to anymore. We introduced hot desking a while ago as more people were working from home or spent the majority of their time out of the office. But it's still the same.

The office space itself really lets us down. Take a walk around and you often see people looking lost and stranded – trying to find free meeting rooms, or huddled uncomfortably around a desk trying to share ideas and thoughts. It's just not working.

Then there are the meeting rooms – we just don't seem to have enough of them. Sometimes I find myself holding meetings in a corridor with no facilities to support me simply because we can't seem to change the layout of our meetings spaces. When people cancel meetings but not the booking, rooms are often left unused and unavailable. But not everyone needs a meeting room every time. What we really need is a mix of formal meeting rooms, break out areas and informal coffee areas – along with a culture change!

Our people now work in project teams, sometimes ad hoc, sometimes with people across Europe, always on fairly intensive high value issues though. We need the workspace to support this – for it to be a productive hub where our people come together and collaborate effectively.

And at the same time, we've got to keep a lid on our facilities costs – I'm being told we need more space, but I see empty desks and rooms all the time. I know it's a big ask, but I want to stay with what we've got, but just make more of it.

I know the workspace can seem quite set in stone, but I know that it's the time, the way, the place that's all wrong. We need to change the way we work.

”

WE'VE PROBABLY ALL FACED SIMILAR ISSUES ON A REGULAR BASIS. BUT STELJES BELIEVES THERE IS A WAY FORWARD. WORKSPACES WILL ALWAYS BE NEEDED IN EVERYDAY BUSINESS, BUT THE TIME, THE WAY AND THE PLACE THAT WE USE THEM CAN CHANGE. TODAY.

READ ON, AND TAKE THE FIRST STEP TOWARDS A VERY DIFFERENT SCENARIO.

55%

Over 55% of desks in an average office are empty, yet it's still increasingly hard to find a meeting room.
Source: Unwired Research

63%

63% of employers stated they offer some type of flexible working option.
Source: Proudfoot Productivity Report



ACTIVITY BASED WORKING HAS AS ITS CORE PREMISE THE BASIC ASSUMPTION THAT A WORK SETTING SHOULD NOT BE A REFLECTION OF THE CORPORATE HIERARCHY OR STATUS OF THE INDIVIDUAL, BUT SHOULD REFLECT THE TASK AT HAND. ”

Source: Collabor8 White Paper, Steljes

WORKSPACE. IS IT STILL FIT FOR PURPOSE?

The workspace is too often quite literally part of the furniture. But with cost pressures intensifying and working practices changing – the workspace is now something that is receiving fresh scrutiny. Creating an environment that supports your business is increasingly important, but still hard to achieve.

STYLES OF WORK HAVE CHANGED, BUT HAS YOUR WORKSPACE?

The competitive landscape and technology demand that we work in an ever more dynamic and flexible fashion. We no longer sit next to the people we need to interact with. We work on projects, where teams are brought together for short, intensive time-periods. We bring specialists in to solve specific problems – at short notice, from anywhere in the world. More and more people work remotely, from home, on the road, anywhere. We ask people to collaborate, but does today's typical office environment really support these styles of work, or workers?

SPACE: AN EVER SHRINKING RESOURCE, AN EVER INCREASING COST?

Office space is increasingly at a premium – from both a cost and availability perspective. The challenge organisations have is to make more with less – and make their existing office workspaces deliver more value to the business. This means re-thinking the business space and what you need to support your staff when they meet. If they are not at the desk where would they need to be to meet and collaborate? Breakout areas, informal coffee areas, ad-hoc meeting spaces, social areas with comfy seating, meeting rooms, project rooms and what technology would they need to support them?

STAFF RETENTION: STAFF PRODUCTIVITY

The Western world is increasingly a knowledge economy – so for most organisations, people are the most valuable of assets. It is critical to hang on to good staff – the cost of replacement and retraining mounts up, so organisations are looking to stay attractive to their existing employees.

MAKING FLEXIBLE WORKING, WORK

Around 1 in 8 people in the UK work from home, but it would be more if it were more effective. 87% of people would work flexibly if they could, but only 32% think they have the right tools to make it work. This gap is clear, it is frequently hard for organisations to create a natural team working culture and to collaborate effectively with their remote workers. The challenge is to make remote workers less remote.

MAKING THE MOST OF YOUR OFFICE ENVIRONMENT

Over 55% of desks in an average office are empty, so why is it increasingly hard to find a meeting room? Property costs are under scrutiny, and there is a new focus on the office environment and how to make more of this expensive asset. Typically a large organisation's office real estate is one of the biggest non-staff costs – so the drive is on to cut office footprint – and make the most of what remains.

HOW DO YOU MAKE THIS ALL WORK BETTER?

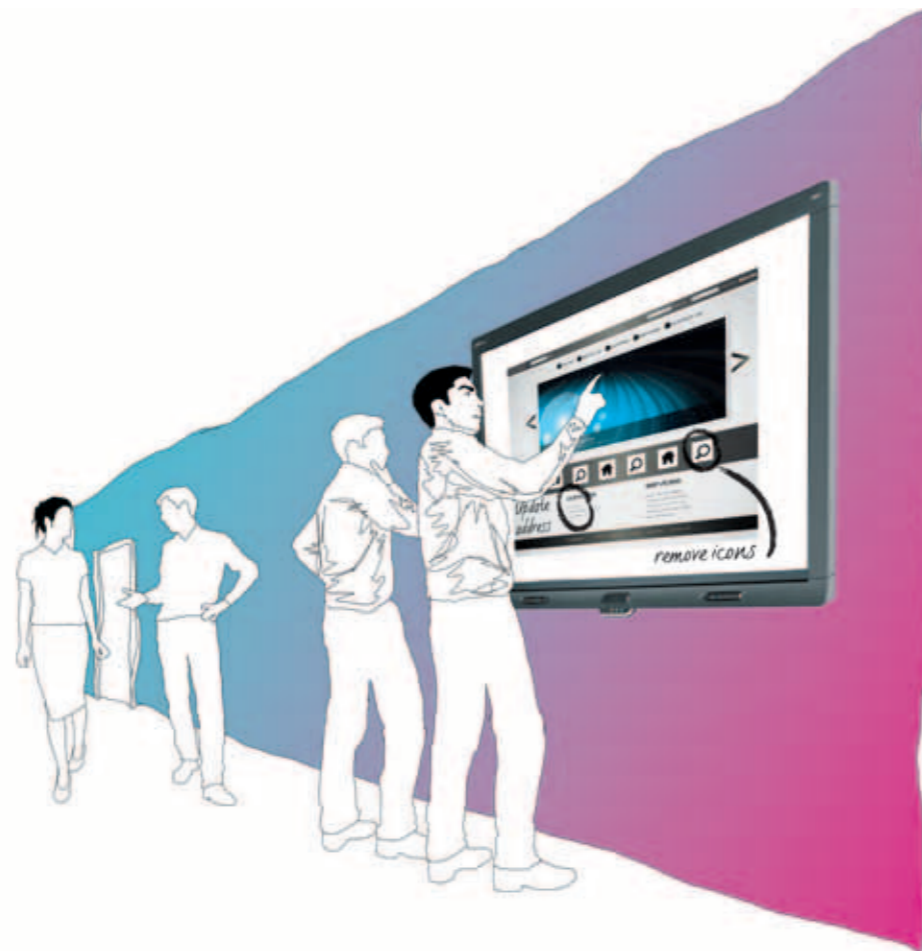
44%

A typical worker spends only 44% of their time at their desk.
Source: Unwired Research

30%

Fully integrated meeting room and desk booking systems could reduce the premises space requirement by up to 30%.
Source: FM World

A PRODUCTIVE WORKSPACE: IN AND OUT OF THE OFFICE



ULTIMATELY WE'RE USING THIS TECHNOLOGY TO HELP US TRANSFORM THE WAY OUR COMPANY WORKS. EVERYONE JUST USES THE SMART BOARD INTERACTIVE TECHNOLOGY AS THEIR DAY TO DAY TOOL. THEY NATURALLY HAVE THEM NEAR THEIR DESKS, IN OPEN AREAS AND IN MEETING ROOMS. ”

Alan Bateman, Director for Next Generation Engineering
BT

A WORK ENVIRONMENT THAT'S EFFICIENT AND EFFECTIVE

Productive Workspace technology from Steljes transforms traditional office environments – making them both more efficient (do more with what you've got and cut the need for more space) and effective (a workspace that supports the natural way of working that employees need to stay productive).

A SIMPLY BETTER PLACE TO WORK

Not every collaboration needs a formal meeting room, and in fact, many situations require a more comfortable, relaxed and interactive environment. With Productive Workspace technology, communal areas become stimulating environments where people can informally work together – without booking rooms, or scheduling. The office itself starts to be noticed by your employees – for all the right reasons.

ROI - THE BENEFITS OF IMPROVING YOUR WORKSPACES

Cut office space and cost

Productive Workspace technology solutions provide opportunities to reduce your property portfolio – in a number of ways; from better use of hot-desking and better use of the available space through to empowered and effective remote and home working.

Travel reduction

Whilst travel bans may have cut some travel cost in the short term, productivity also tends to take a hit. Interactive desktop displays and conferencing software enables home and remote workers to have the same collaborative experience as if they were in the office. You get the cost savings, but not the productivity drop.

It's time to make the workspace productive again. Help project teams collaborate quickly and effectively. Help impromptu meetings take place in a flexible workspace that is designed around the way your employees want to work. And help remote and home workers be as much a part of the business as those based in your HQ.

A range of solutions exist for different scenarios in both open plan flexible meeting spaces and home working environments. Our proposition is to bring this technology together to transform office workspaces, in and out of the office. This could be using interactive video walls for large informal presentations to staff or customers or mobile touch-screen LCD displays, interactive whiteboards and multi-touch tables to create genuinely collaborative working areas in open spaces, for the whole organisation to benefit from. From meeting rooms to communal spaces, employees can simply walk up, access files – then start work, as if they were at their desk – but able to annotate and share work with employees next to them or employees connected in remotely.

Room management systems can manage your meeting spaces and increase utilisation of existing rooms. Unique power distribution systems mean you can change the shape and layout of your space depending on your specific needs.

Remote workers can become a lot less remote. Use interactive desktop displays, wireless slates or tablets and conferencing software to connect them to office-based colleagues. They can annotate and amend shared documents with those in the office meeting room enriching their experience and contribution – no longer are they the silent participants on a conference phone.

Getting a better return on your facilities – increase office utilisation

Dead spaces become productive spaces with Steljes. Touch-enabled interactive video walls and LCD displays allow people to walk up and work – no planning needed. Room management solutions mean utilisation rates improve – so you're getting more from your existing premises.

Cut wasted time

Think about all those snippets of time that are wasted during any normal working week – waiting for meeting rooms, trying to schedule or rebook rooms, finding a spare space in the office to think and work, trying to work out what hot desks are available. Productive Workspace technology from Steljes helps you slash this unproductive time – helping your employees make the most of their time in, and out, of the office.



WE CAN SET UP A CONFERENCE IN LESS THAN THREE MINUTES AND SMART'S COLLABORATION TECHNOLOGY FITS PERFECTLY WITH OUR MANTRAS OF 'WALK UP AND USE' AND 'THREE TOUCHES AND GO'. IT REALLY IS THAT SIMPLE. THE REDUCTION IN TRAVEL, TIME AND ASSOCIATED COSTS IS QUITE STAGGERING. THE SENIOR TEAM HAS GAINED A DAY A MONTH IN TIME AND, AS NO ONE HAS TO TRAVEL, THE OVERALL PRODUCTIVITY OF THE TEAM IS GREATLY ENHANCED. IT'S A WIN-WIN SITUATION FOR EVERYONE. ”

Alan Parkin, Programme Manager, Infrastructure Design and Delivery
02

20%

Office buildings typically account for 20% of most countries' carbon emissions.
Source: FM World

12.2%

Almost 3.5 million people work from home in the UK – 12.2% of the working population.
Source: Trade Union Congress

WHERE WILL YOU SEE THE POTENTIAL?

The truth is less time is going to be spent at the desk. Office space needs to change to reflect flexible working patterns as more staff work from home or out in the field or even within dedicated spaces for professionals working in the same disciplines. Our Collabor8 white paper talks much more about the changing needs of employees and workspace.

Whether it's transforming unused communal spaces, or getting more value from home workers, Steljes' Productive Workspaces solutions can help.

CREATING AGILE PROJECT TEAMS

Project team productivity gets frustrated when they can't collaborate effectively. Unfortunately due to the nature of the task – there's often very short notice of when people meet, so a productive workspace needs to be flexible enough to support them. Touch-enabled interactive displays are the perfect tool to help people come together, and communal spaces can house these along with multi-touch tables for quick collaborations in shared spaces. Teams can arrive, set up and interact on the fly – accessing files, making changes and decisions, then saving and distributing their work to the team in an instant.

MAKING REMOTE WORKING FEEL A LOT LESS REMOTE

It's now widely believed that home workers who are only connected by email and phone fail to contribute what they could to a business. Add interactive desktop displays, wireless slates or tablets and conferencing software and they can be part of meetings and interact like never before.

FLEXIBLE WORK SPACES THAT REPAY YOUR INVESTMENTS

Meeting rooms are surprisingly unproductive and even archaic places. Add interactive whiteboards, with whiteboarding software and data conferencing software and your employees will use the meeting rooms with new vigour and effectiveness – decisions take place, actions happen and tasks get completed faster. Bring in room management solutions and employees can book meetings in a second and quickly see what's available and when. Room utilisation goes up, and sights of teams of staff waiting outside meeting rooms or searching for a place to work disappear.

MOBILITY WITHIN THE WORKSPACE

Interactive desktop displays are easily portable – so staff can create a workspace wherever they want. Mobile stands for interactive whiteboards and LCD displays give workspace flexibility and reduce fixed space requirements. Innovative power distribution systems allow you to change the layout and use of your workspaces without being tied to the nearest power socket. Meetings can happen without meeting rooms and where your employees need them, and without complex and time-consuming scheduling.



THE OFFICE IS NO LONGER HOMOGENISED SO THAT A 'ONE-SIZE-FITS-ALL' TAKES WORKSPACE TO THE LOWEST COMMON DENOMINATOR. INSTEAD, IT IS RECOGNISED THAT DURING ANY INDIVIDUAL'S TYPICAL WORKING DAY A NUMBER OF TASKS ARE PERFORMED OR UNDERTAKEN AND THESE ARE VARIED AND REQUIRE DIFFERENT TOOLS, APPROACHES AND FACILITIES. ”

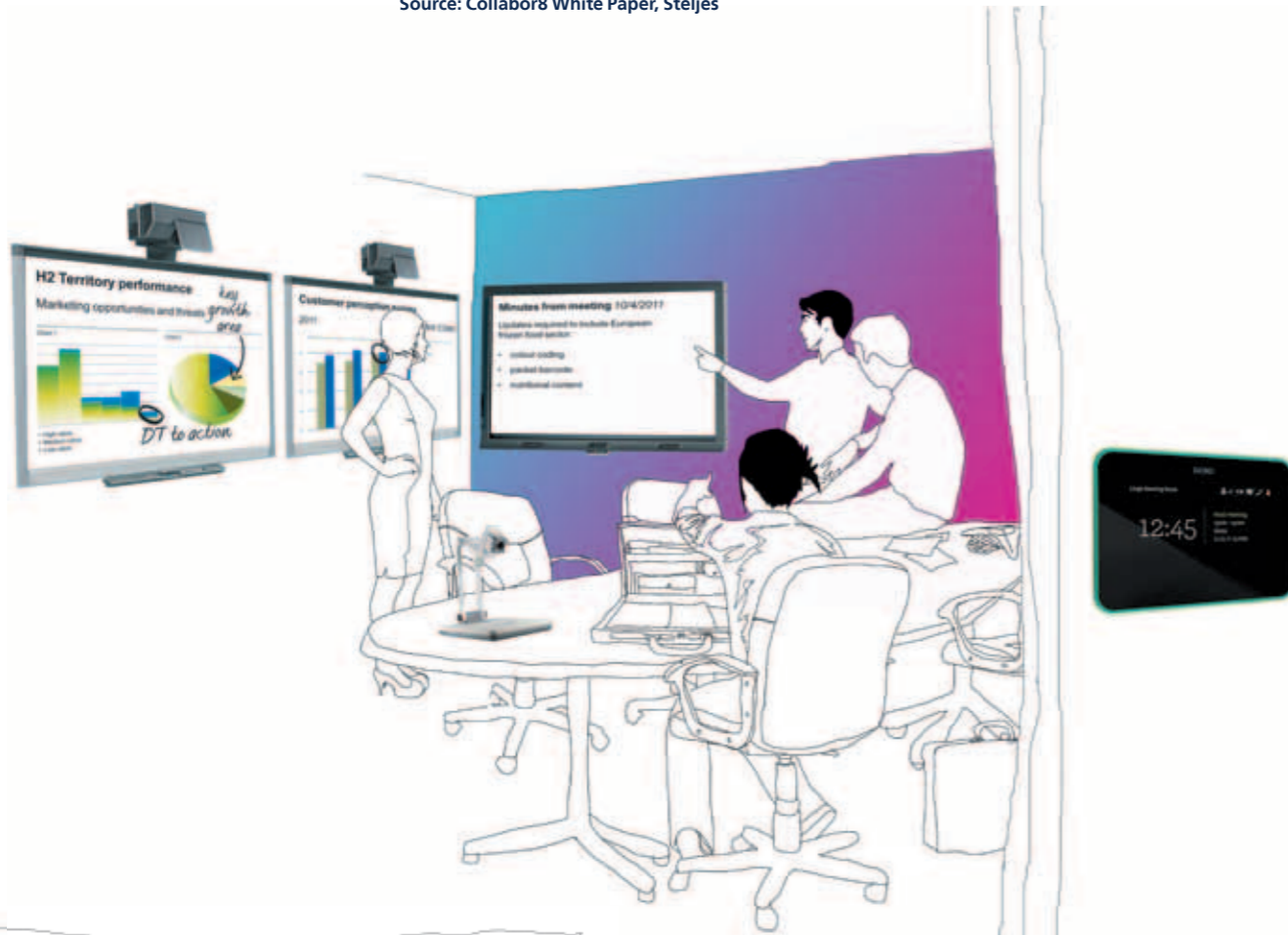
Source: Collabor8 White Paper, Steljes





A NEW PARADIGM WILL EMERGE - WHEN PEOPLE COME INTO A SPACE OR BUILDING THEY WILL DO SO BECAUSE THEY NEED OR WANT TO BE THERE. ”

Source: Collabor8 White Paper, Steljes



65%

65% of respondents consider collaboration technology that reduces travel to be a key requirement of flexible working.
Source: Steljes Productivity report

31%

31% of respondents believe that flexible workspaces and home working is driving business productivity.
Source: Steljes Productivity report

PRODUCTIVE WORKSPACES TECHNOLOGY

Steljes continually researches the market and assesses which products and manufacturers offer the most innovative solutions, to suit a range of client budgets. Our Productive Workspaces portfolio, part of the Business Productivity Suite of solutions, comprises of a range of complementary technologies that work together or in isolation to solve the workspace productivity challenges we see organisations face.

INTERACTIVE LCD DISPLAYS

When located in corridors, shared areas such as relaxation areas and general office spaces, touch-enabled SMART Board™ interactive displays instantly increase the amount of meeting and collaboration space. Staff can hold impromptu discussions and brainstorm ideas, annotate over documents, make notes digitally and email them to their desk before they get there themselves.

MOBILE STANDS FOR INTERACTIVE WHITEBOARDS AND DISPLAYS

In a world with ever changing needs and the desire to change layouts of working environments, SMART Board™ interactive whiteboards and SMART Board interactive displays can be mounted on mobile stands as a complete solution that can be moved quickly to new locations or within existing spaces for breakout sessions and collaborative working. They can be used to provide high-end touch-enabled displays for multiple rooms and spaces or where glass walls prevent the use of fixed installations.

HOME WORKING

As the need and desire to work from home continues to grow, the right type of technology needs to be in place to support this. SMART Podium™ interactive pen displays that sit on the desktop, SMART Slate™ wireless slates, headsets, web cams and conferencing software connects your employees to HQ, giving them real interactivity with their colleagues.

VIDEO WALLS

Large format display walls allow open spaces or specialised room environments to become effective at communicating to staff formally or informally. They can also be used collaboratively with larger groups and for delivering presentations with impact to both staff and customers.

MEETING ROOM MANAGEMENT

A room booking system, like Evoko, displays the booking status clearly outside a meeting room on touch-sensitive screens. Meetings can be booked through Microsoft® Outlook, via the touch panel or remotely online. Rooms not utilised at the correct times can be cancelled and rebooked on the fly to improve productivity and meeting room utilisation.

INTERACTIVE TOUCH TABLES

Interactive SMART touch tables can be used in open meeting areas to digitally display products, services and messages. They also allow staff to collaborate around content and projects interactively without the need to be in a formal meeting room.

INTERACTIVE DESKTOP DISPLAYS

SMART Podium interactive pen displays, ideally situated on a desktop, allow users to control applications and annotate over presentations, Microsoft® and other applications, with the same functionality as an interactive whiteboard. Bringing the meeting room experience to the remote worker and allowing two-way collaboration – where ever they are located.

FLEXIBLE POWER DISTRIBUTION

Power distribution is perhaps the last barrier to changing the way you use space. Wireless technology has evolved and we are no longer bound by the nearest network cable. But power needs to do the same and innovative power distribution systems now mean you can change the layout and use of a room or space without being tied to the nearest power socket. Installing a track-based Mainline power system provides access to power from any point around the room or space giving total flexibility for the configuration, function and layout.

ACCESSORIES

Add the final extra touch to your Productive Workspace technology with the right cables, sound systems, mountings, remote mice and more – whatever you need to enhance the user experience.



OUR NEW SMART COLLABORATION CAPABILITY ENABLES PEOPLE TO MEET, IRRESPECTIVE OF WHERE THEY ARE IN THE WORLD AND INTERACT AS IF THEY WERE IN THE SAME ROOM. THIS HAS HAD A MASSIVE IMPACT ON TRAVEL COSTS AND REDUCED OUR CARBON FOOTPRINT SIGNIFICANTLY. ”

Bola Oshisanwo, Director, Agile Development Centre
BT

A 360° SERVICE

YOU NEED MORE THAN JUST TECHNOLOGY TO CHANGE THE WAY YOU WORK. STELJES OFFERS A RANGE OF SERVICES TO SUPPORT YOU THROUGH THE WHOLE PROCESS – FROM ADVICE AND GUIDANCE, THROUGH TO EDUCATION, TRAINING, ONGOING SUPPORT AND EVEN FINANCING OPTIONS.

CONSULTANCY

Our consultancy service starts with us getting to know how your organisation and your people work today, so we can help you change the way you work tomorrow. This approach means we can help you choose the right technology and get the maximum return by focusing on the areas of productivity that are most important to you.

Key consultancy services include:

Audit – looking at how you work today, and then developing the business case to change

Proof of concept – to help assess new ways of working and trial the technology

Technology familiarisation – our accredited experts will install the technology and help business users become confident in its usage

STELJES CHOICES

Paying for new equipment up-front may not be the best option for every business. Through Steljes Choices, we offer a range of tax-efficient leasing options, hire purchase and 0% finance (subject to product and underwriting acceptance).

Working with Syscap, the UK's leading independent business IT finance provider, Steljes Choices can give you cash flow flexibility and keep your capital free for reinvestment

Finance options are tax-efficient and could even save you money in real terms

Your agreement will be individually tailored to you with easily managed monthly payments that suit your budget

At the end of your agreement you could choose to own the equipment or refresh the technology and lease more equipment without increasing your monthly outlay

RENTAL

Whether you want to stage an unforgettable workshop, to use digital signage for a product launch, or to support a proof-of-concept, we offer a range of exciting Business Productivity Suite technology for short-term rental.

Here's how organisations take advantage:

High impact AGMs: an interactive voting system (and digital signage to publish the results)

Critical workshops – get important decisions, fast – using an interactive whiteboard to get your key people to collaborate, interact and ultimately reach decisions that typically take weeks or months to finalise

Flexible working – a great way of trialling flexible working, renting conferencing equipment such as mobile interactive displays on stands or interactive pen display podiums for remote workers, means you can conduct a cost-effective pilot

TECHNICAL SUPPORT AND WARRANTIES

Our own enhanced warranties as well as standard manufacturer warranties give you the support and confidence once the technology is in place. Steljes provides on-site support, which can avoid the need to send items away for repair. And with a next day response time you can be assured there is very little downtime for your organisation.

Added to this, it includes:

Supporting proof of concepts: technical support is vital at the 'proof of concept' stage for any project and having technical support ensures that the technology works in your environment

Enhanced warranties: for a one off fee you cover the cost of all labour and parts, or the cost of a full replacement if repair is not possible

Steljes is the SMART Authorised Service Organisation in the UK and Ireland, so you will be supported by a trained and highly skilled team of technicians.

TRAINING

When you invest in a suite of technology to help make your people more productive, it's essential that they are confident and engaged with it. That's why Steljes sees training as a crucial part of changing the way you work. We can also offer training as part of a proof of concept so you'll get a clear picture of the impact your chosen technologies could have on your business. All training is completely tailored to your business and your priorities.

Training services include:

End-user training – Steljes is the only SMART accredited training centre in the UK, so using our experts to get your people up-to-speed pays dividends

Technical – we'll ensure the technology is integrated seamlessly into your existing estate, and we'll work closely with your IT team to help them become familiar with the systems

Train the trainer – we can train your own staff to deliver top-quality, customised training to their colleagues internally

Ongoing support – we'll help you manage change and ensure your people continue to improve their productivity. We'll run refresher courses and conduct a staff survey to assess the impact the technology is really making

WHY STELJES

STELJES – A HISTORY OF INNOVATION

Steljes started in 1987 and since then, has demonstrated a passion for identifying the latest in technology to change our way of living, learning and working. Steljes has constantly looked at the technology marketplace for innovation that could be successfully harnessed for tangible and lasting productivity gains.

From launching the first LCD projector into the market back in 1993, through to being the first distributor of SMART Technologies, Turning Point and AVerMedia. Steljes continues to promote and distribute solutions and technology with purpose.

Steljes entered the Sunday Times Fast Track in 1997 and has continued to grow since – selling over 300,000 SMART Board™ interactive whiteboards by 2009 and achieving recognition by winning the Best ICT Innovation Award in that year.

SUPPORTING TECHNOLOGY SERVICE PROVIDERS

By matching the best technology and customer challenges together, Steljes helps manufacturers, resellers and customers successfully address real life situations faced by businesses in every industry sector.

We support the industry through education and training, insights and research and of course helping companies take these new innovative technologies to market with the surety of being backed by real expertise and experience.

A PARTNERSHIP APPROACH

Steljes delivers its solutions through a network of partners across the UK. Steljes and its partners work with customers to help devise and provide the right technology solutions to meet the highest priority productivity challenges.

We work closely with our partners, giving them and their customer's advice and guidance to help them deliver maximum benefits.

SENSE CHECKING THE RIGHT APPROACH – SOLUTIONS EVALUATION

We take on a lot of the risk and upfront investments that our clients and partners would otherwise have to bear. A big part of this is ensuring we've vetted the right solutions and know with certainty they will deliver the benefits that our clients expect.

Steljes Labs, our own R&D, focuses on this area – understanding from manufacturers across the world, what's coming down the pipeline and how it compares to what's available now.

ABOUT SMART PRESENTATIONS LIMITED

WHAT WE DO

Smart Presentations Limited is an innovative technology systems integrator. We help organisations expand the potential of what groups of people working together can achieve.

Our interactive technology solutions deliver tools and working processes that drive business productivity and bring greater success.

Our mission is to be the preferred choice for organisations by virtue of our reputation and the quality of our services: 'Right First Time'.

Our reputation for delivering what we say we will on the day of completion is the foundation of our long-term success. This positive experience has made us our clients' preferred choice – and brings us lots of referred business.

'Right First Time' means all client projects are delivered:

- Fully operational
- On time
- Snag free
- All project documentation on completion

OUR APPROACH

Our consultative approach allows every client to benefit from a comprehensive 'onestopshop' service for AV systems integration:

- Consultancy
- Project Management
- Installation
- Training
- Maintenance
- Asset Value Plan (lease finance)
- Rental

SAY HELLO....

Let us help you drive productivity with innovative technology for your business that will make your presentations and meetings go further.

01296 642000

info@presentations.co.uk

www.presentations.co.uk

WHERE WILL YOUR BIGGEST PRODUCTIVITY GAIN COME FROM?

PRODUCTIVE MEETINGS
IT'S NOT WHAT YOU DO, IT'S THE TIME, THE WAY, THE PLACE THAT YOU DO IT.

IT'S NOT WHAT YOU DO, IT'S THE TIME, THE WAY, THE PLACE THAT YOU DO IT.

THIS IS BUSINESS PRODUCTIVITY

TECHNOLOGY WITH PURPOSE | **steljes**

PRODUCTIVE VIDEO AND DATA CONFERENCING
IT'S NOT WHAT YOU DO, IT'S THE TIME, THE WAY, THE PLACE THAT YOU DO IT.

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PRODUCTIVE WORKSPACES
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TECHNOLOGY WITH PURPOSE | **steljes**

PRODUCTIVE TRAINING
IT'S NOT WHAT YOU DO, IT'S THE TIME, THE WAY, THE PLACE THAT YOU DO IT.

IT'S NOT WHAT YOU DO, IT'S THE TIME, THE WAY, THE PLACE THAT YOU DO IT.

THIS IS BUSINESS PRODUCTIVITY

TECHNOLOGY WITH PURPOSE | **steljes**

PRODUCTIVE MARKETING AND COMMUNICATIONS
IT'S NOT WHAT YOU DO, IT'S THE TIME, THE WAY, THE PLACE THAT YOU DO IT.

IT'S NOT WHAT YOU DO, IT'S THE TIME, THE WAY, THE PLACE THAT YOU DO IT.

THIS IS BUSINESS PRODUCTIVITY

TECHNOLOGY WITH PURPOSE | **steljes**

FIND OUT MORE

Contact Smart Presentations Limited today on 01296 642000 or email info@presentations.co.uk



THIS IS BUSINESS PRODUCTIVITY

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TECHNOLOGY WITH PURPOSE

