



Vision 2028

NMD3 Group business strategy





NMD3 Group of Companies...

All companies operate autonomously and are owned by Nathan Price and Simon Birchall.

Directors



Managing Director
Simon Birchall



Technical Director
Nathan Price

Group HR/Finance



Michelle Connolly



Name: NMD3 Ltd
Remit: IP company.
Revenue: Rental of domains and trademarks to the NMD3 Group of companies.



Name: NMD3 Develop Ltd
Remit: Software development specialists.
Revenue: Percentage of sales generated by NMD3 Hosting Ltd.

Development Team Member



Jamie Whitlam



Name: NMD3 Hosting Ltd
Remit: Is licenced by NMD3 Ltd to provide a cloud hosting service for software developed by NMD3 Develop Ltd.
 Is licenced by NMD3 Ltd to sell 'on premise' WFM software to timeware® UK Ltd and other rebrands
 Is licenced by NMD3 Ltd to sell integration & customisation to WFM software.
Revenue: WFM software rebrand licence sales (on premise).
 WFM software customisation (on premise).
 ESS GO hosting charge (cloud).

Administrator



Michelle Connolly

Rebrands:



timeware UK Ltd.

Name: timeware® UK Ltd
Remit: Specialist in implementation and support of WFM software.
Revenue: Sales and support of WFM software and associated devices.

Summary:

timeware® UK Ltd is recognised as one of the UK’s leading specialist in the implementation and support of workforce management software.

The timeware® brand is synonymous with long-term reliability, enhanced functionality, and continuous improvement.

The timeware® team prides itself in being both an employee and customer-centric organisation that encourages creativity, communication and innovation. The team believes that putting its customers first is key to providing a positive experience and building long-term business relationships.

We value customer feedback to assist in the development of our products and services and over the years we have developed market leading ‘customer care’ methods and procedures.

We currently sell to end users via referrals and by introduction from our timeware® solution providers.

Revenue breakdown:

- 60% Support.
- 35% Existing customers expanding.
- 5% New business.

Finance



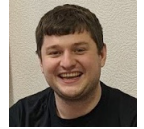
Craig Healey

Projects (Steps 1-4)



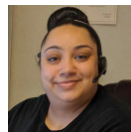
Liz Broadhurst

Projects (Steps 5-12)



Mike Coope

Customer Care



Charlotte Kavanagh



Karl Briggs



Dave Webb



Bradley Holt

Implementation Team

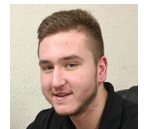
Support Team 1



Team Leader
Nathan Beveridge



Zack Dawson



William Plumpton

Support Team 2



Team Leader
Matt Wilkinson



Oliver Boulton

timeware® solution providers specialise in the following products:



Our Products and Services...

Our expertise has been developed over the past three decades and throughout this time we maintain that one of our key skills has been our ability to develop 'the complete package'.

Our software integration and customisation capabilities are world class and our products are further strengthened by our business relationship with Suprema Inc. Together we provide the complete workforce management solution.

timeware® currently consists of a suite of software modules, sold under the name, timestart, timeware® Small Business and timeware® Professional.

Software

Personnel

Absence management

Employee attendance

Access control

Job costing

Cost centre analysis

Asset management

Dashboards and Reports

Employee self service

Web based solutions

ESS GO

GDPR and WTR

Proactive To-do lists

Devices

Our software is 'hardware agnostic' meaning that we are not tied to any one hardware manufacturer. However, we are a Suprema integration partner and have over 30 years expertise recommending and installing proximity, fingerprint, face recognition and touch-screen devices.

Integration and customisation

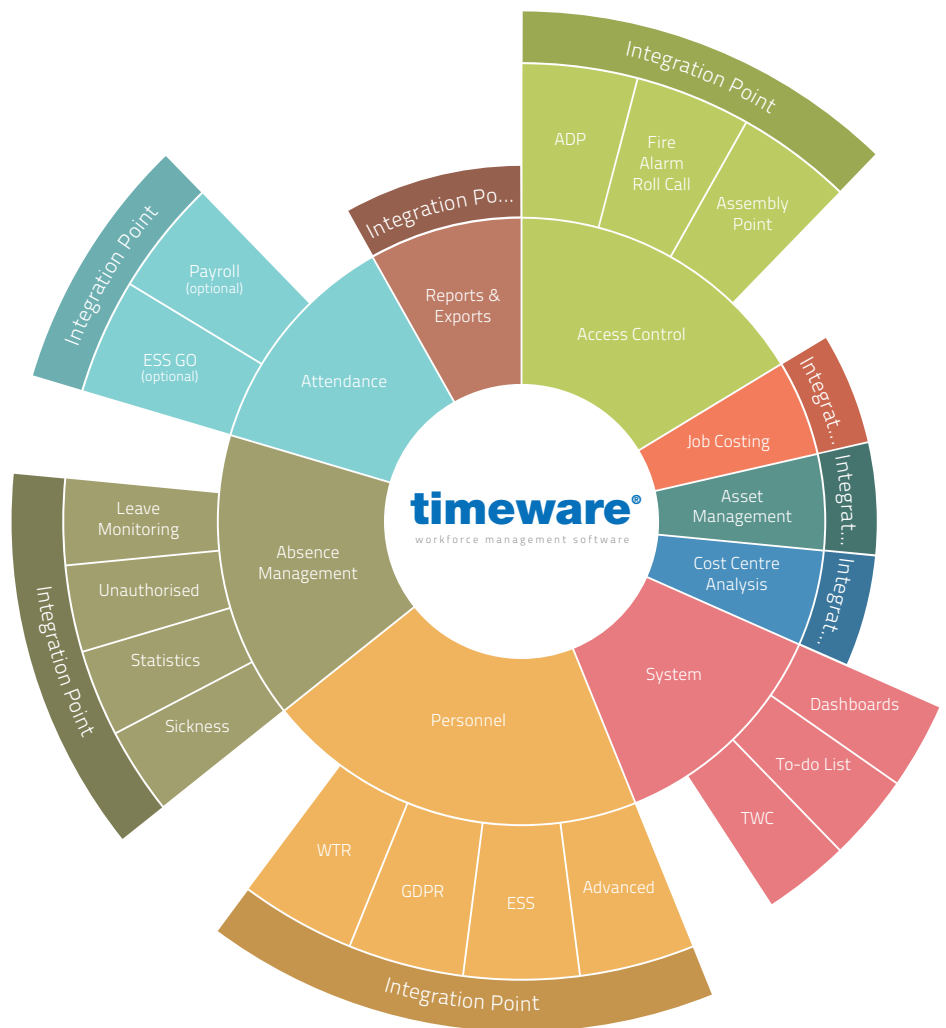
This is timeware's USP. Our ability to integrate with other systems along with timeware's customisation capabilities set us apart from the competition.

Training

We have developed training courses which highlight the key features of the product, allowing each user to maximise timeware® to its full potential. Training is divided into separate modules and course notes are kept updated on a yearly basis. We also provide official certification for all course attendees which confirms their knowledge of the modules covered.

timeware® managed service

Our customer care service is second to none! Between 8.30am and 5.30pm we have a dedicated support team managed by an experienced customer care administrator. We also have an online support logging service for end users which is ideal for out of hours fault reporting.



On Premise Software Products...

Tier	1	2	3
	timestart	timeware® Small Business	timeware® Professional
User limit	3	5	unlimited
Employee records	50	150	unlimited
Rates	20	20	20
Customisation	no	no	yes
Integrations available:			
BambooHR	no	yes	yes
Genetec	no	no	yes
Inventry	no	yes	yes
Paxton	no	yes	yes
BioStar 2	no	yes	yes
Sage Payroll	yes (free)	yes	yes
Pegasus Payroll	tba	yes	yes
Earnie IQ Payroll	tba	yes	yes
ADP Payroll	no	no	yes
Devices			
timeware® Puck	no	yes	yes
	yes	yes	yes
	1 included		
	Additional Pucks £80 each		
Personnel			
Personnel	yes	yes	yes
Absence management	yes	yes	yes
Attendance	yes	yes	yes
To-do List	yes	yes	yes
Dashboards & Reports	yes	yes	yes
GDPR	yes	yes	yes
Access control			
Access control	no	yes	yes
Asset Management	no	yes	yes
Job Costing	no	yes	yes
Tokyo platform annual licence	no	£100.00	£100.00
Cost Centre Analysis,	no	yes	yes
Fire Alarm Roll Call/Assembly point	no	yes	yes
ADP (Attendance Display Panel)	no	yes	yes
WTR			
WTR	no	yes	yes
ESS			
ESS	no	yes	yes

On Premise Software Products...

Tier	1	2	3
	timestart	timeware® Small Business	timeware® Professional
ESS GO annual licence	Included in purchase cost	£305	£305
BambooHR integration annual licence	N/A	£305	£305
Genetec integration annual licence	N/A	N/A	tba
Inventry integration annual licence	N/A	£305	£305
Paxton integration annual licence	N/A	£305	£305
Sage payroll integration annual licence	£305	£305	£305
Pegasus payroll integration annual licence	£305	£305	£305
Earnie IQ payroll integration annual licence	£305	£305	£305
ADP payroll integration annual licence	N/A	N/A	tba
Purchase cost guideline	£900.00	From £1,500.00	From £3,800.00
Managed service annual licence	£900.00	From £1,095.00	From £1,495.00

2022



BioStar 2 Integration - to be included in the final version of 2022

2022 sees the development of the BioStar 2 integration that will enable any Suprema device to be connected to the timeware® software. This integration will become the recommended method rather than the direct hardware integration previously used.

Second programmer Richard Barratt joins as UI developer in April 2022.

Third programmer joins as API developer in October 2022

To be included in 2023

Sage Payroll integration

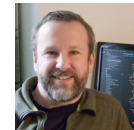
New dashboards

New reports

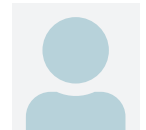
Penultimate version of on-premise WFM software released in November.



BioStar 2



Second Programmer
Richard Barratt



Third Programmer



Target of hosting 100 businesses using ESS GO app by December.

timeware UK Ltd.

Begin using Suprema installers for device installation for all projects.

Marketing Initiatives

Promoting ESS GO.

Legacy Device Replacement Programme: Moving customers away from NMD hardware towards Suprema, ESS GO and Puck.

Moving customers away from legacy reports to new standard reports.

General Information

Penultimate version of on-premise timeware® software released in November.



Install BioStar 2 at every customer site to replace hardware communication.

Target of 100 businesses using ESS GO app by December 2022.

2023



Fourth programmer joins as developer in April 2023.

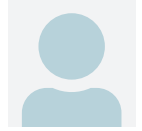
To be included in 2024

Pegasus payroll integration

Iris Software integration

InVentry integration (possible)

Final version of on-premise WFM software released in November.



Fourth Programmer



Target of hosting 250 businesses using ESS GO app by December.

timeware UK Ltd.

Marketing Initiatives

Promoting ESS GO.

Legacy Device Replacement Programme: Moving customers away from NMD hardware towards Suprema, ESS GO and Puck.

Moving customers away from legacy reports to new standard reports.

Final version

After 22 years of service, the on-premise version of timeware® software finally reaches the end of development.





All dashboards, reports, script and integrations to be completed by NMD3 Develop Ltd.



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Marketing Initiatives

Promoting ESS GO.
Legacy Device Replacement Programme: Moving customers away from NMD hardware towards Suprema, ESS GO and Puck.
Moving customers away from legacy reports to new standard reports.

Marketing Initiatives

2024 is the final version to support legacy NMD hardware.

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ADP payroll integration annual licence	N/A	N/A	tba
Hosting cost	tba	tba	tba
Managed service annual licence	£900.00	From £1,095.00	From £1,495.00

2025



Cloud WFM Software

First version of cloud WFM software released this year.

Introduce minor quarterly software updates in Feb, May and August, with a major feature version in November.



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Marketing Initiatives

Launch of timeware® cloud products.

Aim to have at least 10 existing customers running timeware® in the cloud by December.

General Information

2025 will see the launch of three new timeware® cloud products: timestart, Small Business and Professional. These products will be multilingual, licenced on a subscription basis, hosted in Microsoft's Azure cloud and accessed through a portal at www.attendance.co.uk.

These products will be available to users using a thin client, eg: a web browser, removing the need for RDCs, enabling access from anywhere in the world on all platforms including PCs, Apple Macs, Android tablets and iPads.

Introduce minor quarterly software updates in Feb, May and August, with a major feature version in November.





Open the cloud platform to partners.

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Marketing Initiatives

Continue to move customers to the cloud platform.

Aim to have at least one additional customer on the cloud platform each week.

Google Ads Marketing push.



timeware UK Ltd.

Marketing Initiatives

Continue to move customers to the cloud platform.

Aim to have at least two additional customers on the cloud platform each week.



timeware UK Ltd.

Marketing Initiatives

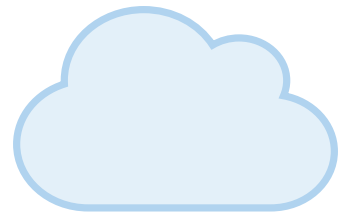
Continue to move customers to the cloud platform.

Aim to have at least two additional customers on the cloud platform each week.

The plan

We aim to have all legacy 'on premise' systems ported to the timeware® cloud platform by December 2028.

Stop supporting all 'on premise' software.





timeware UK Ltd.

Marketing Initiatives

Introduction of a Global strategy

Head office

timeware® UK Ltd.

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Rochdale, OL12 0AD
United Kingdom

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Email: **sales@timeware.co.uk**

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 Subscribe to our YouTube channel
timewareCommunity 

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Genetec™

sage
Development Partner