



Organization  
DataTorque

Website  
datatorque.com

Sector  
Technology

Country  
New Zealand

Operations  
Global

Headcount  
30

SOI®	<b>Collective Success</b>
Positioning statement	Our single-minded purpose is to help small, developing economies move forward. By combining our unique Kiwi ingenuity with our determination to succeed, we work together to create focused, practical and sustainable solutions that deliver fast returns.
Core values	<p><b>Ingenuity</b> Our can-do approach and drive to look at the world in a different way sets us apart. By constantly challenging and questioning what we see we continually seek to improve what we do and how we do it for the benefit of all.</p> <p><b>Determination</b> We try harder. We strive to always do our best and ensure that every effort we make is our best effort. We recognise that by going out of our way to respond to the needs of others we are rewarded with mutual success.</p> <p><b>Together</b> We value the contributions of each other, our partners and those we work with around the world. By listening, by being transparent and open minded we build genuine, long-lasting and valuable relationships based on truth, respect and understanding.</p> <p><b>Focus</b> We believe that excellence and quality are achieved through focusing on what is required - and what is not. By applying our expertise to pinpoint what is needed we create leading, fit for purpose solutions that consistently do what they are designed to do.</p>

There are thousands of examples of small, privately own businesses doing good in the world. DataTorque is one of them. DataTorque uses technology to help developing countries advance by transforming their public revenue systems. Specifically, it develops, implements and supports IT systems for tax, customs and transport authorities which ensures countries are able to collect and manage essential tax revenues.

It's a highly successful small business that has been making a difference in the world while turning a consist annual profit for over twenty years. Bill Chatwin, one of the two founding directors, put the success down to the single-minded pursuit of "doing one thing, and doing it really well". The challenge was while this was clearly a winning strategy nobody knew what 'the one thing' was, nor how, why and where it was implemented.

**The SOI® approach**

The identification of that 'one thing' that the business could rally around and deliver began with the drawing up of a straightforward project plan that explained the objective, process and expected outputs from each of the SOI® tools employed. Interviews, workshops, benchmarking and research into the nature and likely future direction of the sector was carried out. Over a period of eight weeks, a complete picture of DataTorque and it's ecosystem was established out of which the key ingredients to DataTorque's success were identified and defined.

'Our SOI® has proven to be a powerful and effective tool that helps us come to decisions quickly and easily time and again'  
*Bill Chatwin, CEO, DataTorque*

**The SOI® effect**

When people know about the positive impact of their work it empowers them. This is the case with DataTorque. While the pursuit of 'doing one thing and doing it well' was established the what, the why and the how were not. In two word's DataTorque's SOI® 'Collective Success' brought into sharp focus what the firm was in the business of doing, why it was doing it and how. It's an SOI® that's easy to explain, to feel a part of, and importantly, measure.

DataTorque's SOI® is helping ensure the firm continues to thrive from it's core. Together with the values that support it, the SOI® is continually referenced to help drive new efficiencies, reduce costs, establish trust with stakeholders, explain new initiatives and drive up levels of service. Like all SOI®s it wasn't made up — it was simply, and collectively, discovered and defined.