

SECTOR

## Other Sectors

## Distinct businesses, linked by a desire for change

We are proud to work with a vast number of organisations across the whole spectrum of the industry. Our clients are wide ranging in their activities, and don't always fit neatly into predefined sectors. That doesn't stop them from coming to us when they need our kind of support. And we are always there to help.

### Types of organisations we have helped include:

- Membership organisations
- Utility companies
- Legal organisations
- Property and construction companies
- Charities and Not-for-profit organisations

Our approach works for any organisation, so please get in touch if you want to hear more.

## How we can help

Whether it's an industry body looking to keep pace with technological change, a membership organisation seeking to adapt to changing priorities, or a utility company looking to better manage its assets, we can offer support. Our blend of pragmatic strategy development and high level hands on programme management is well suited to these varied needs. And more.

With our 'low volume, high value' model, we won't overwhelm with large teams or take months to produce results. Typically only using one or two highly experienced and high calibre people, we can assess and turn around major programmes in weeks, or help you cut through to a core strategy in a matter of days. Above all, this is about sound judgement – doing enough analysis and drawing on our experience to help our clients make a confident call on what's right for them.

*“We enjoy working across a diverse range of sectors and industries which enables us to bring a wealth of experience and perspectives to challenging situations. We're told we learn quickly as well as adapt into different environments and cultures, so we're able to rapidly contribute to the specifics within your organisation.”*

**Juliet Armstrong,**  
Partner



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### We are often asked to:

- Set executable Finance, HR, IT, Digital and Business Strategies.
- Lead Finance, HR, IT, Digital Transformation.
- Make your technology work for you through maximising use of Big Data and Analytics, Leveraging the Cloud and Implementing Major Technology Programmes.
- Facilitate transformation through delivery, mobilisation, turn-around, Change Management, Portfolio Management and selecting the right suppliers.
- Maximise business performance through developing and embedding Business and Financial Modelling, Target Operating Models and post-merger Integration.
- Lay the right foundation for success through Investment Appraisal, Operational Due Diligence and Programme Assurance Reviews.
- Get the most out of your people through Coaching.

The full range of our services can be found on the [website](#).



## Our experience

**We have worked on a range of projects across many diverse sectors. Here are a few examples of our current and recent work:**

- We provided an Interim CIO for Wessex Water, supporting them through an internal transformation process, and at the same time as developing a strategic investment programme and improving the capabilities of their IT team.
- We shaped the programme and supported supplier selection, for the University's of Sussex's student and academic administration transformation programme.
- We helped manufacturer Xaar by providing independent IT delivery assurance around a significant ERP investment decision. Our involvement prevented them from making a costly mistake and quickly allowed them to create a firm foundation for IT that would support their continued organisational growth.
- We have supported Palatine, the Private Equity firm, with acquisition advice through conducting Operational Due Diligence (ODD) reviews. Developing an ODD Toolkit we applied a strategic lens, across core areas including Process, Organisation, Technology and Information, to identify core areas critical for the success of the bids and strategic drivers to focus on post-acquisition to enable success.
- We supported Allen & Overy, an international law firm providing legal services for global business and industry, through undertaking a review of their existing Operating Model. We established opportunities to create a global footprint and reduce IT operating costs.

