

Business Systems Consultancy

Consulting Services

Our business systems team consists of consultants with experience at senior level in operational roles in the IT industry, both private and public sectors. We are, therefore, ideally suited to helping our clients achieve effective changes – we recognise that system development is about business change, not technology.

Our strap line “making strategy happen” is a direct client feedback and an excellent summary of what we believe consultancy should deliver. Our consultants will ensure that they will blend the IT technical knowledge and the real needs of the business, impartially, to maximise the investment in your B2B software.

The Process

We are aware that business systems are a particularly complex area for companies to navigate. The range of options is huge, changes are rapid (in both products and suppliers), and specialist knowledge - or lack of it - all too often confuses understanding.

We believe that brand-selling is too prevalent where every organisation has unique requirements and that post go-live reality is often sadly different from the impression buyers pick up during the sales process. We are completely independent of all software suppliers. We offer a rational, systematic, knowledgeable structured route through the complications.

- We work with clients to define real quantified business requirements, identifying what needs to be changed and which benefits are really required.
- We steer clients through the formation of business systems strategy, work with them to develop the business case and bring a truly independent approach to software short lists.
- We help with the final software selection and add additional support during negotiations with potential suppliers, making sure the deal is not just focussed on initial capital expenditure.
- Where required, we can assist by taking on programme and project management to ensure your plans are properly fulfilled.
- Our input adds independent expertise to a key management process and provides a strong value proposition, saving time and often leading to significant cost reductions. We offer key risk abatement - of selecting the wrong product and of ending up without the necessary long-term support arrangements.

The Team

Our consultants combine strong experience in acquiring, implementing and running business systems with an excellent understanding of business priorities - specifically finance and operations.

We have worked with Enterprise and mid-market organisations in sectors including Aerospace, Energy, Shipping, Insurance, Pharmaceuticals, Financial Services, Professional Services, Central and Local Government, Health, Not for Profit and have particular expertise in:

- Business Systems Strategy
- Software Selection
- Programme Development
- Project and Change Management

To find out more please contact us for a no-obligation discussion:

Send us an e-mail or call us on 01993 883421