

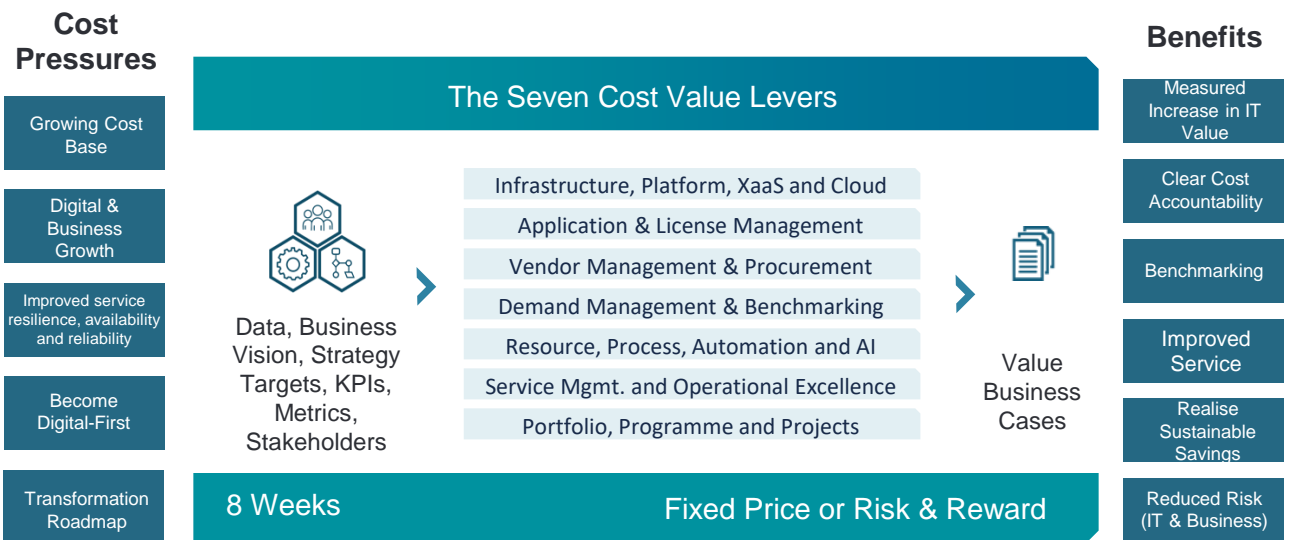
# Optimise Your IT Spend

with Seven Cost Value Levers



The Race to Digital is putting IT leaders under pressure to deliver sustainable growth while controlling costs and providing the best possible service to the business.

Without a value workstream approach, the value of IT transformation cannot be measured and controlled. Money and resources are spent maintaining the status quo instead of being freed up for innovation. The Seven Cost Levers initiative consolidates data silos, establishes collaboration between stakeholder groups and brings tangible improvement opportunities into the spotlight.



Each lever represents a workstream in which data is captured and analysed through a unique lens to uncover improvement opportunities. As a result, IT leaders gain insight into their spend, can enact better ownership and take better control of their digital initiatives. With the ability to measure the value of transformation, innovation activities are able to flourish. At the end, we provide business cases which can be driven to execution either in a second engagement or at the client's discretion.

## What makes us unique

Our vision is to help leaders accelerate, transform and secure value from technology in a digital age. We make execution and value realisation a top priority, without tying clients to long-term programmes of work.



**10x RoI**

Self-funding engagements



**25% Cost Reduction**

on Vendors, recent client



**25 years C-Level IT**

Experience on Average



**Associates Network**

Vast community of SMEs across a range of disciplines

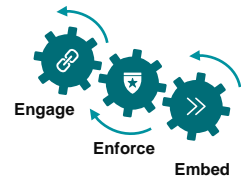
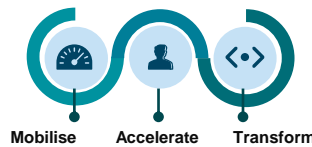
## Accelerated Value Realisation in 8 Weeks

StrataPrime approach creates the understanding and buy-in to an agreed roadmap of value-based improvement initiatives and projects, supported by high level business case per initiative.

	2 Weeks	4 Weeks	1 Week	1 Week
	Capture	Analyse	Recommend	Approve
Activities	Finalise Critical Success Factors Complete Data Capture	Validate Quality of Data Weekly Cadence Calls Drive Action	MoSCow Prioritisation Review & Update Project Charter	Each Project Charter Finalised Finalise HL Business Case
	Update & Approve Plan	High Level Gap Analysis	Update Roadmap and HL Bus. Case	Overall Roadmap Approved by Steering Group
	Review Client Content Stakeholder Meetings Identify Gaps Complete Capture	Verify, Validate, Agree Workshops, Interviews Draft list of Improvement Opportunities	Senior Stakeholder Meetings Prioritised List of Improvements Identify Quick Wins	Approve Prioritised Improvements Understanding Roadmap SoW for Phase 2
Tools & Artefacts				

## Agile execution with our Astute Way methodology

Underpinning our core products is The Astute Way™, our lightweight agile sprint methodology which drives iterative improvement of value realisation.



## Success Stories

StrataPrime has experience across a range of industries including Financial Services, Retail and Utilities.

- ▶ We helped a large utility regain control of their vendor costs, renegotiating contracts, embedding service cost ownership and control to achieve a 26% annual technology cost reduction.
- ▶ Delivering a 40% legacy estate reduction / application rationalisation programme three months ahead of schedule enabling a £100m annual technology cost reduction
- ▶ At a top 3 UK bank, severely impacted by the financial crisis with misaligned infrastructure across the business, we led and designed an End User Computing implementation that put it back on track to meet its annual saving run-rate of £21.6m.

## Get In Touch

If our cost initiatives interest you, we would love to hear from you!

Colin Woodford  
 Managing Director  
 colin.woodford@strataprim.com

[www.strataprim.com](http://www.strataprim.com)