

Latest information regarding the
B2E IT Sourcing Service Offering



IT SOURCING SERVICE

Integrating IT sourcing with business
performance improvement

Lead Principal: Louis Hall

IT SOURCING OVERVIEW

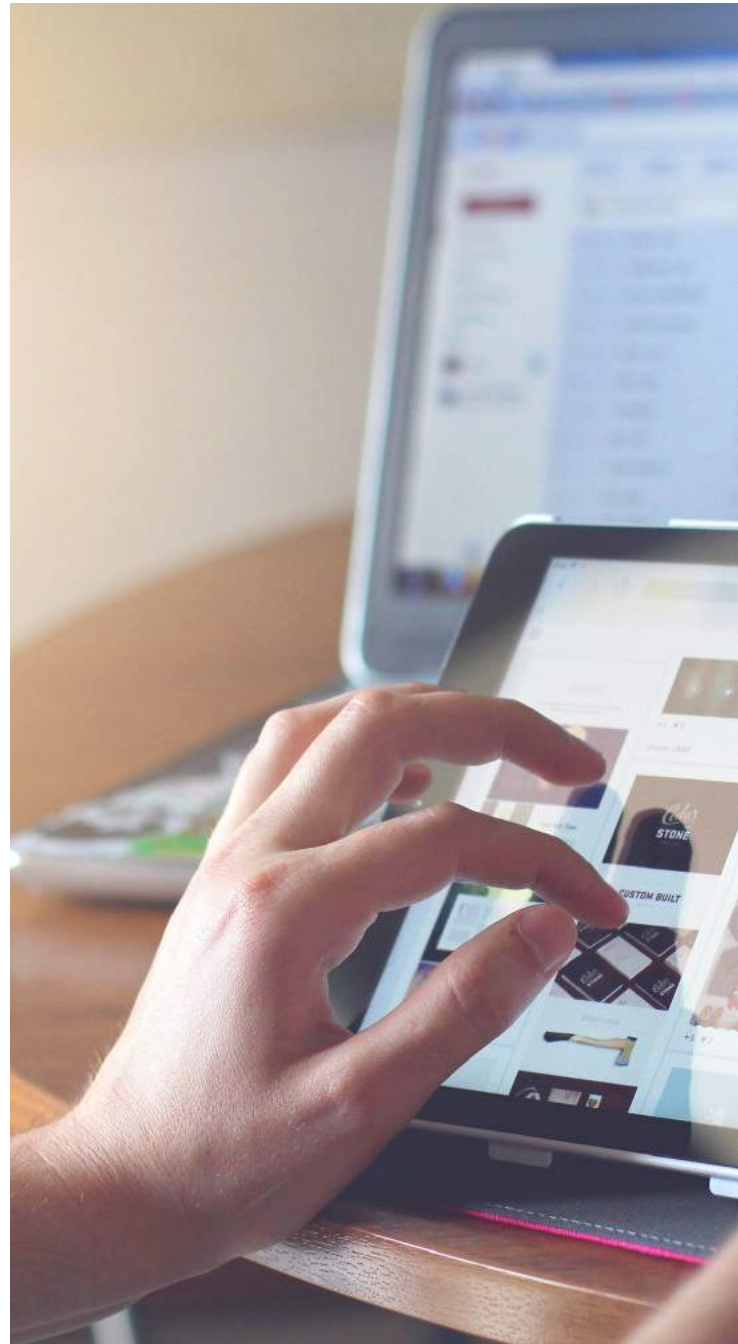
Our approach to IT sourcing seeks to ensure that service providers' specialist capabilities are optimised to achieve the organisation's goals. This requires deep experience across the full sourcing lifecycle. Working with the retained organisation we strive to set clear expectations, minimise disruption during service transitions and establish governance that exploits each service provider's contribution.

B2E can help organisations achieve their strategic goals including sourcing direction, supplier selection, contract negotiation, cost saving, capability enhancement, continuous improvement and managed transition / termination.

TYPICAL CHALLENGES

The actual returns frequently fall short of most parties' initial expectations at some point during the sourcing relationship. Typical needs that arise include:

- Setting sourcing strategy where pre-existing contracts and mix of insourced and outsourced services are failing to address current business needs, take advantage of emerging business models or exploit new technology opportunities
- Selecting the right supplier(s) and negotiating agreements with incentives and metrics that motivate appropriate performance
- Transitioning services, both on-boarding and off-boarding, including designing and building effective retained organisations
- Resetting underperforming supplier relationships, balancing the cost of poor delivery, risk to service and effort required from the organisation versus the likelihood of improvement, risk of change and disruption of early termination



UNIQUE SOLUTIONS

B2E Consulting focuses on practical results, combining good sourcing process with vertical industry understanding and knowledge of the supplier landscape. We offer:

- Deep experience of sourcing relationships, both good and bad, whether as customer or provider of such services, which allows a keen understanding of the other party's perspective and challenges to overcome in order to engineer collaborative success
- Practical experience of transition at pace and the risks and potential rewards of transformational outsourcing
- Hands-on delivery of outsourced services, achieving service levels and continuous improvement
- Programme and project management skills to address sourcing issues within multi-stakeholder, multi-supplier environments



Louis Hall is the B2E Consulting Principal leading the IT Sourcing Team. Louis is a highly motivated, results driven professional with over 30 years of experience. He has worked in the UK, Europe, US and APAC across a variety of industries engaging

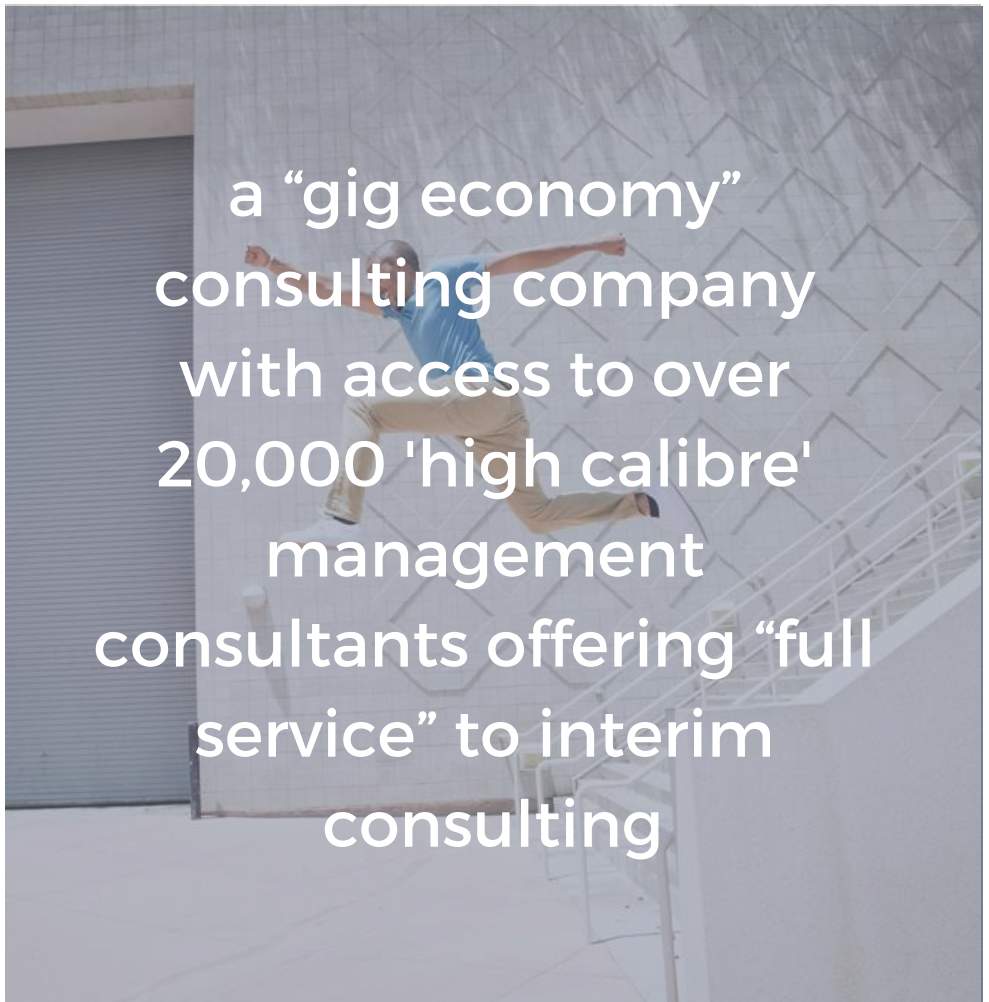
with most of the major IT service providers. As COO he has run large scale operations and has led demanding, time-critical, large scale sourcing programmes. Louis has a consistent track record of commercially successful hands-on management from both client and supplier side. He has run RFIs and RFPs from strategy, through shortlisting, selection and detailed negotiation to timely contract signature. He has planned and run transitions as supplier, customer and advisor, at all times managing stakeholder expectations across a range of internal and external parties.

Service Offerings at B2E Consulting are supported by our community of over 20,000 high calibre, expert consultants, many with IT sourcing experience.

Our scale means that we are able to build teams of genuine IT sourcing experts to help support client initiatives. We partner closely with the client to ensure we deliver quality solutions and value for money.



CONSULTING
FUELLING TRANSFORMATION. POWERED BY EXPERTS

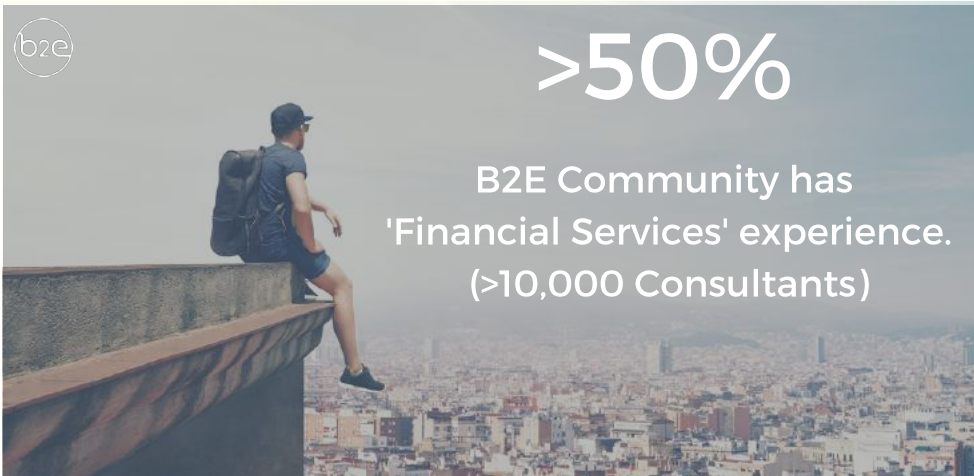


a “gig economy”
consulting company
with access to over
20,000 'high calibre'
management
consultants offering “full
service” to interim
consulting

Why B2E?

1. Immediate access to quality consultants at significantly lower cost
2. Specialist delivery through a consulting community of >20,000 experts
3. We understand transformation - our B2E team share >200 years top tier consultancy experience

The majority of our
B2E Community
have come from the
top 10 global
consultancy firms



>50%

B2E Community has
'Financial Services' experience.
(>10,000 Consultants)

Since 2002, our
Consultants have
worked on ~700
business
transformation
assignments across a
range of areas,
technologies and
business challenges