

BUSINESS TRANSFORMATION

Our Point of View

Businesses today face multiple challenges and opportunities. Some of these require more than just response or adaptation, they require a major transformation.

This necessitates change throughout the core business in key areas such as HR, Technology and Finance.

CHALLENGES

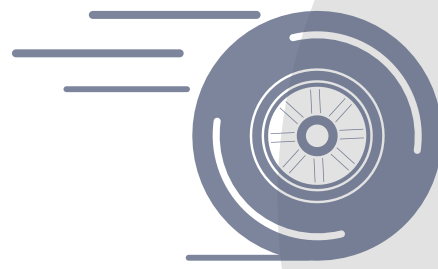


Digital Transformation isn't just about the technology - it's a change to every element and function in the organisation. It's a fundamental shift in the culture of a business, its people and how it serves its customers in the future, to meet a critical, specific business objective.

The speed of change is accelerating at such a rate that businesses need ever-increasing levels of expertise and capability to help their organisations manage this change.



Innovative challenger start-ups continue to redefine traditional markets and customer experience. These 'challengers' create new business, commercial, operating and cultural models that are forcing current market leaders to re-think every element of their business.



OUR APPROACH

1 Develop Business Transformation Vision and Goals.

5 Lead and manage execution. Embed new processes, practices and culture. Set up sustained, continuous improvement.

2 Define As-Is and To-Be, and the road map to get to the To-Be.

3 Develop detailed, integrated Transformation Plan, and Programme Infrastructure.

4 Execute Programme to deliver benefits, including functional and cross-functional projects.

Transforming the core of a business and **rotating to new digital operating models** is one of the biggest challenges facing companies today. Our team works with organisations in a highly **collaborative manner**, taking an end-to-end business approach, going the **extra mile to add value**.

HOW WE CAN HELP

Best in Class

B2E Consulting enables its clients to connect with independent practitioners, through our extensive network and the reach of B2E's global talent network.

Top Tier Consultancies

We mainly supply practitioners and teams with backgrounds at leading strategy and delivery firms and who have effectively delivered the Transformation Objectives.

Flexibility

We offer a flexible engagement model focused on supplying practitioners with the right skills who fit our client's culture.

Quality

We assess and reference all of our practitioners to ensure a **constant** focus on quality, leading to successful outcomes.

Best Practices

We bring lessons and best practices from others in our client's sector, helping them to anticipate issues and ensure successful transformation.

Across Business Functions

We work closely with the key stakeholders across Business functions, including IT and Operations, rather than just the Programme sponsor to understand the objectives for transformation and ensure it will provide the ROI.

Expertise

B2E's Practitioners aren't just advisors or consultants - they are experts that have been accountable for execution as leaders of functions themselves. Roles undertaken by Practitioners range from CEOs, COOs, CTrOs, CIOs, CFOs, CHROs, to Heads of Depts.

HOW WE HAVE HELPED CLIENTS

The provision of a Transformation Executive for an end to end Business Wide Transformation reporting to the CEO of a major European tech business that delivered an overall 22% cost saving and a new Operating Model following the acquisition of a global broadband business.

Supporting the CEO with the measurements of success for a Transformation project at a board level with an easy to follow set of KPIs.

Reorganisation of 81 commercial entities into 47 new local non-departmental public bodies sponsored by the Department for Business, Innovation and Skills reporting to the Secretary of State to ensure successful launch.

For a FTSE 100 Marketing Group, led a Global Procurement Transformation Programme to achieve \$19m savings through process rationalisation and digital innovation in core services procurement.

Provided Leads for Digital IT Transformation Programmes for various organisations including a omni-channel retailer to improve the performance of their IT team. This includes improving programme delivery, application and service delivery capability.

IT Operating Model design and implementation for multi national insurance company to improve management of an outsourcing relationship.

WHY B2E?

We offer outstanding **VALUE** to our clients by providing a breadth and depth of expert specialist Practitioner services from a single source whilst maintaining low overheads via our extensive network.

Our **APPROACH** ensures our focus remains aligned to our client's agenda; we are flexible, responsive and dedicated to delivering highly cost-effective solutions.

We drive **QUALITY** outcomes by only selecting professional Practitioners with the depth of experience needed to excel on our projects.

The B2E Consulting Principals use our proprietary consulting **COMMUNITY** to access well over 20,000 seasoned consulting professionals and practitioners to build our project teams. Many come from top-tier consultancies.

B2E's **BUSINESS TRANSFORMATION** capability stretches to over 6000 Practitioners and experts in the field of Business Transformation.

If you're looking for the 'best in class' Practitioners in Business Transformation to help you with your challenges then please get in touch with the team via:

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