

# TECHNOLOGY SERVICE OFFERINGS



Tim Buckley

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## ENTERPRISE RESOURCE PLANNING (ERP) TRANSFORMATION

Business Transformation is at the heart of any major ERP implementation. The B2E proposition is to lead the transformation of people, process and technology across Finance, HR & Payroll, Procurement and Reporting via our experienced consultants.

2

## DATA PROTECTION

Our Data Protection Services can help businesses confidently manage their privacy risks, improving trust with customers and regulators at lower costs. These services are built around the strongest SME core available on the market, augmented by the 20,000 strong B2E Consulting Community.



Steve Kenny



Ciampiero Nanni

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## VALUE FROM TECHNOLOGY

Information Technology is arguably now the main determinant of success, and the key differentiator, in almost every industry. Business success depends on getting it right, and the capability of the IT function is critical. B2E work with businesses to review their IT capabilities – people, process and technology – and ensure they are set up for success.



Simon Berkeley

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## IT SOURCING

B2E's approach to IT sourcing seeks to ensure that service providers' specialist capabilities are optimised to achieve the organisation 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.



Louis Hall

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## BLOCKCHAIN & DISTRIBUTED TECHNOLOGY

Blockchain has been present for years, since 1970s, however the latest development of the Cryptographic hashes, used in Bitcoin, provided the facility to provide a more widespread applications, not only in crypto currency, but also for secure enterprise B2B solutions, at scale.

Using Cryptographic Hashes, a ledger using the Blockchain concept is stored on a distributed network, whose transactions cannot be deleted or tampered with (immutable). There is business logic also stored on the ledger which can be automatically executed, provided the conditions are met. It is a secure tamper-proof mechanism with time stamped cryptographic hashes to provide authentic, trusted governance to systems on a peer-to-peer basis.



Aruna Koya



Ketan Varia

# TECHNOLOGY SERVICE OFFERINGS CONT.



**Shahid Mahmood**

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## **ENTERPRISE ARCHITECTURE**

B2E Consulting helps clients to envision, plan, develop, and evolve their Enterprise Architecture to achieve tangible business outcomes that activate sustainable benefits through the delivery of pragmatic, cost-effective, streamlined, and value-driven solutions. In essence, we help Architect the Enterprise.



**Alan Greenwood**

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## **OPEN BANKING & FINTECH SERVICES OVERVIEW**

2018 saw the introduction of Payment Services Directive 2 (PSD2) in the UK, which is often also referred to as “Open Banking”. This allows consumers to choose to share bank information with 3rd parties and avoids the need to use a credit/debit card or PayPal. Having been involved in a number of FinTechs and start-ups, B2E Consulting is well placed to advise clients on how to identify, explore and exploit the potential business opportunities. We even have our own inhouse FinTech in the Benefits Administration space – our sister company B2E Technologies



**Dr. John McCarthy**

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## **CYBER SECURITY**

In the digital age executives and senior managers need to fully understand what cyber security is and how it impacts upon them and their businesses. Businesses need guidance on the practical steps of incorporating good cyber security practices into their workplaces.

# PROCESS SERVICE OFFERINGS



**Chris Bassett**

**1**

## PROCUREMENT

Procurement is a strategic function working to improve an organisation's profitability. Successful implementation can help to streamline processes, reduce raw material prices and costs, and identify better sources of supply of both goods and services. B2E can help organisations meet their strategic roles including profit improvement, achieving savings targets, performance improvements and risk mitigation.



**Mark Fogerty**

**2**

## SUPPLY CHAIN

Supply Chain planning and execution is at the heart of the business performance and the customer experience. B2E has a wealth of Supply Chain expertise with clients on improvement change projects and transformational programmes. We have experience ranging from rapid opportunity assessment, through modelling and detailed design to implementation and delivering ongoing improvements.



**Mike Thompson**

**3**

## COMMERCIALISING FINANCE

To achieve high performance in a challenging global market, companies more and more are looking to their finance function for commercial insights to support business success. B2E has a wealth of commercial finance expertise gained over many years of working with blue chip companies and public sector organisations on important and transformational programmes.



**Hugh Abbott**

**4**

## INTELLIGENT AUTOMATION

Whether you are new to automation or already on your way, B2E an excellent partner for the journey. We have the experience and know-how in automation tools like UiPath, PowerShell and Machine Learning. We differ from our competitors in that we're not hung up on using a particular tool for a particular job - we look at clients' automation needs and supply a solution that works.



**Ian Busby**

**5**

## ORGANISATION DESIGN

B2E works with our clients to develop design solutions that resolve performance challenges - from organisation-wide scale, through to optimising the performance of specific functions and operating divisions to meet changing market requirements. Our goal is to help ensure that the organisation is aligned with its strategy and key objectives.

# PEOPLE SERVICE OFFERINGS



**Simon Rickman**

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## DEVELOPMENT AND COACHING

B2E has a wealth of Development & Coaching expertise gained over many years of working with our clients on important human transformational and developmental programmes. Our consultants have experience right across the talent management spectrum - talent identification, high potential leadership, coaching, career development, psychometrics, facilitation, assessment centre design and delivery, performance management and 1-2-1 feedback.



**Chris Roebuck**

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## LEADERSHIP - SUCCESS AND PROFITABILITY

Organisations which are seeking to transform and change while delivering their objectives often struggle to maximise their success. B2E sees the benefits of a holistic strategy which are considerable, particularly when it draws on the current experience and knowledge held within the organisation.



**Tony McNeill**

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## LEARNING

B2E has a wealth of Learning and Development expertise gained over many years of working with blue chip companies and public sector organisations on important and transformational programmes. Our consultants have experience right across the learning spectrum, including learning strategy, learning design, learning development and implementation.



**Jackie Ventom**

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## TALENT DEVELOPMENT

Developing internal talent can pay for itself many times over, whether directly through improvements in performance and results, or indirectly through, for example, better retention and engagement levels. The realisation that talent development requires more than simply implementing traditional learning activities is evolving. It means taking a wholistic approach to every aspect of the employee's in-work experience and enabling them to access the types of support most appropriate for them, in the moment and moving forward.



**Dr Kiran Chitta**

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## ORGANISATION ARCHITECTURE

Today's 'Fourth Industrial Revolution' is an era of digital disruption, with added political, economic, social, regulatory and environmental uncertainty. All business sectors are being affected by digitalisation, uncertainty and the constant need to 'transform', B2E believe that transformation efforts require organisational and leadership agility. Agility is the underlying adaptive capacity of the organisation and its leadership.

# PEOPLE SERVICE OFFERINGS



**Paul Crick**

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## CULTURE CHANGE PROGRAMME

Senior leaders often create culture by their presence and authority and this culture sets the pattern and tone for all those who lead, whether formally or informally, within an organisation. Many business leaders confirm the belief that a strong organisational culture is critical to success. Yet like a wet soap bar in a bathtub, the thing we label as culture, whether it pertains to a team, a business unit or a whole organisation, can be elusive, always slipping just out of reach every time we try to grasp it.



**Liz Mayers**

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## EQUALITY, DIVERSITY AND INCLUSION IMPROVEMENT

Extensive research has been carried out by 1000s of companies, discussing the correlation between the improved performance of an organisation and its Diversity. Whilst the percentages might vary a little, the overwhelmingly positive findings don't. There is widely published research about the numerous, direct and indirect business benefits achieved by being a Diverse organisation, such as increased productivity, performance, innovation and profit.



**Liz Mayers**

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## LEADING WITH CARE

There is no one-size-fits-all approach to being a good leader, whether good-effective or good-ethical. Although we tend to judge our leaders in very black or white terms - as villains or heroes - in reality, leadership is a much more complex and contested grey. The solutions that work for technical processes and systems are therefore not always the most effective for the uniquely human elements of leadership. The evidence suggests that organisations thrive when their leaders show compassion, exhibit respect for others and have a strong moral compass - in short, when they demonstrate that they care. This is shown consistently in the benchmark metrics of human performance, retention, engagement and well-being, with both direct and indirect effects on the bottom-line.

# STRATEGY SERVICE OFFERINGS



**Andrew Turner**

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## CORPORATE STRATEGY

The Strategic framework is at the core of all successful companies. When well executed, it acts as the touchstone for decision making and binds individuals into high performing teams and those teams into an aligned and purposeful entity. Too often, Mission, Vision and Strategy are seen as necessary tools for the board and meaningless by the employees. B2E has a wealth of Strategy expertise from working many on important and transformational programmes.



**Terrence McGrane**

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## INTERNAL AUDIT TRANSFORMATION

Many internal audit functions have grown organically without an architectural blueprint in place to guide the construction of a relevant and coordinated function. This should align both Risk Management and Assurance efforts to benefit the regulatory protection of Directors and Senior Executives. B2E consultants are highly experienced in synchronising the needs of people, processes and technology to produce both value and assurance.



**Alex McCallum**

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## DATA STRATEGY AND ANALYTICS

Business Intelligence and Analytics are at the heart of understanding current Business Performance, determining future activity. B2E's offering brings rich, practical experience putting insight at the heart of Business Strategy and emphasises the importance of Change Management to act on this. Our consultants bring experience in small and big data architecture.



**Richard Eteson**

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## MARKETING

Marketing remains essential to the development of any business yet the challenge of creating a relevant marketing strategy can often seem elusive. Our marketing experts at B2E have experience from both the client and agency side in helping to identify the right marketing mix for organisations as they seek to gain a greater share of voice within their sphere of interest.



**Jonathan Spence**

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## CUSTOMER AND BRAND PROPOSTION TRANSFORMATION

Customer and Brand Proposition development and delivery is at the heart of business performance. B2E consultants have experience in both B2C and B2B, with expertise ranging from customer insight to innovation to proposition development to go to market planning and execution to customer experience.

# STRATEGY SERVICE OFFERINGS CONT.



**Nathan Allchin**

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## OPERATING MODEL

All of the components of how you do business must work together to execute where your business is today, and then be recast as you seek to execute your strategy. B2E Consulting has a wealth of expertise gained over many years with Blue Chip companies on how to achieve this. No matter where you currently are or where you wish to go, we will work with you in establishing the most appropriate path to get there.



**Chris Fox**

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## BUSINESS STRATEGY DEVELOPMENT AND EXECUTION

The way we approach strategy has evolved. Gone are the days of 5-year plans, cast in stone, and usually collecting dust on executives' bookshelves. Business strategy is no longer an event. It is a continuous process of sensing, anticipating, responding, reviewing and adjusting. It is a way of thinking and acting to increase focus and alignment. It provides a framework and structure within which all other organisational disciplines can operate more effectively and with the confidence that what they do is working towards common goals

# PROGRAMME DELIVERY SERVICE OFFERINGS

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## TROUBLE SHOOTING



Parry Jenkins

In any successful trouble-shooting venture, a sufficient grasp of the detail to fully get to grips with the issues is vital as is clarity on the agenda at board level to expedite focus on what matters the most. B2E consultants are senior practitioners who delight in the direct challenge of fixing the problem. They are hands on, working directly with clients to bring their extensive experience to assist with diagnosis and accelerate remediation.

2

## INNOVATION AND AGILITY



Peter Hawkings

Increased complexity drives higher uncertainty and accelerates the rate of change. The need for radical change and reinvention is top of mind for many executives. Some are finding that organic models borrowed from biology – embodying ideas such as holistic purpose, self-management and evolutionary change – are often very helpful. This service offering from B2E employs these organic models to foster innovation and agility at scale.

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## PROGRAMME MANAGEMENT



Chris Wilton

Programme Management is a significant part B2E's business with expertise gained over many years of working with clients on their most important and dynamic programmes. B2E consultants have experience across a vast number of delivery types and a multitude of different sectors, from technical change programmes, through to business and organisational transformations.



# TRANSFORMATION SERVICE OFFERINGS



**Nigel Hall**

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## **BUSINESS WIDE & DIGITAL TRANSFORMATION**

Business Wide & Digital Business Transformation is now at the heart of most organisational agendas driven by the challenges of disruption across every market & sector. B2E consultants bring a variety of competencies covering the whole spectrum of end to end Business wide transformation to meet the increasing challenges for clients in their markets.

2

## **DIGITAL IT TRANSFORMATION**

Digital IT can be used to transform how organisations work, improve their performance and deliver exceptional customer experience in a digital world. B2E consultants have experience across the full breadth of Digital IT spectrum including strategy, organisational transformation, change management, program management and architecture.



**Karen Lageyre**

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## **HR TRANSFORMATION**

B2E recognises that the challenges facing HR Functions in today's organisations are as great as ever but so are the opportunities. Standing still is not an option. But every organisation is different so simply emulating the competition or the current trend is rarely going to deliver any real, lasting value. Therefore, if the level of change required is Transformational, the right approach is going to need to be deeply and thoroughly thought through.



**Ian Hicks**