

Latest information regarding the  
**B2E Leadership - Success and  
Profitability Service Offering**



# LEADERSHIP- SUCCESS AND PROFITABILITY

I CARE Leadership - driving success and  
profitability

Proven strategies to get the best from  
everyone and focus that onto what delivers  
success

**Lead Principal: Chris Roebuck**

# LEADERSHIP - SUCCESS AND PROFITABILITY OVERVIEW

As organisations seek to deliver their objectives, and even more so when they try to transform and change they often fail to maximise their opportunities to succeed. However the reality is that whilst “thing get done” success is more elusive. Where a holistic strategy to get the best and focus it onto success is implemented the benefits are considerable, especially bearing in mind it uses the current experience and knowledge within the organisation.

## Potential impacts could be:

- 30% more effort from 60% of staff
- Line managers having 20% more time that currently to deliver key activities
- Increasing effectiveness of implementation of day to day activity and change by 25%
- Increased alignment of operational activity onto strategic objective
- 10% + onto bottom line
- Improvements in cost efficiency, innovation, customer services, risk management.
- Risk of talent loss reduced by up to 87%

## TYPICAL CHALLENGES

Even the effective implementation of day to day activities presents challenges and commonly accepted performance benchmarks in many organisations are well below potential. Where the organisation is put under increased pressure, eg during times of change and transformation of any type the risks of ineffective implementation and lost performance multiply, so that only about 30% of initiatives are successfully implemented. The “risk of lost profit” is a clear and current risk most organisations do not consider but investors are now focusing in on these shortfalls.



# UNIQUE SOLUTIONS

B2E Consulting places strong emphasis on engaging and aligning employees and leaders to give their best and focus that onto what delivers success thereby maximising performance and profitability through better implementation, customer focus, cost efficiency and brand building.

## DESIGN PRINCIPLES

Structured & proven design principles

IDENTIFYING SUCCESS	ASSESSMENT REPORT	ACTION PLAN	IMPLEMENTATION	ON GOING SUPPORT
Conversation	Assessment / review	Planning & Approval	Growing success	Maximising impact
Your vision	People	People	Simplicity	We not me
Strategy	Processes	Culture	Leadership	People who care
Values	Culture	Customers	Alignment	Sustainable results
Direction	Customers	Strategic action	Vision	Entrepreneurial Leaders
	Challenges	Operational action	Clear plans	Total customer focus

Significant research has shown that the potential improvements indicated are deliverable if the approach targets any critical areas of weakness. Many of these are often invisible to current senior leaders who benchmark against the organisations own previous performance not against best in sector or world class across sectors. Improvements can be significant and rapid once the diagnostics have been completed and the action plan approved. In the case of one company improvements in KPIs were seen in under 2 years, some within a year.



**Chris Roebuck** has been a leader in the military, business and government holding senior HR roles in UBS, HSBC, KPMG & London Underground and worked with law firms,

the UK NHS, construction and other sectors. During his time as Global Head of Leadership at UBS the strategic transformation implemented became a Harvard Case Study on best practice and won UBS Best Company for Leaders and numerous business awards. Profits increased by 235% with a 5% head count reduction. Chris is also Hon Visiting Professor of Transformational Leadership at Cass Business School.

**Service Offerings at B2E Consulting are supported by our community of over 20,000 high calibre, expert consultants.**

Our scale means that we are able to build teams of genuine Leadership experts, usually with more than 10 years relevant experience, to help support client initiatives.





**CONSULTING**  
FUELLING TRANSFORMATION. POWERED BY EXPERTS

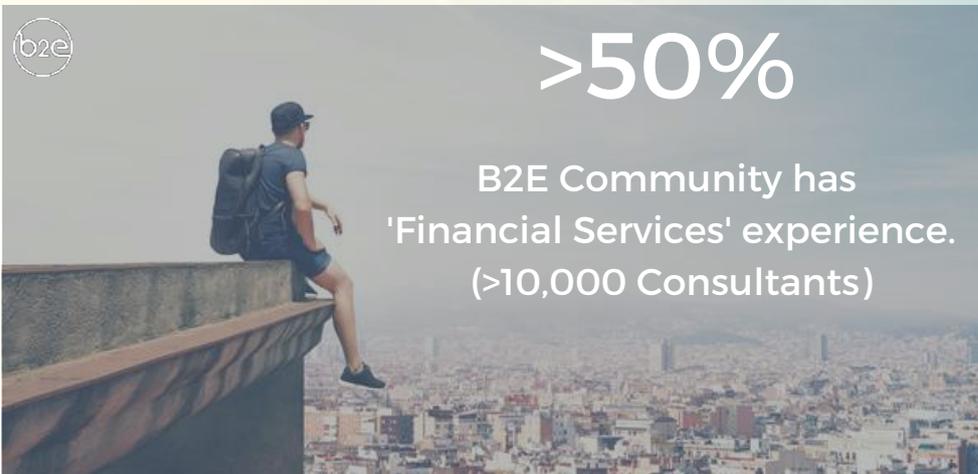


a “gig economy”  
consulting company  
with access to over  
20,000 'high calibre'  
management  
consultants offering “full  
service” to interim  
consulting

## 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