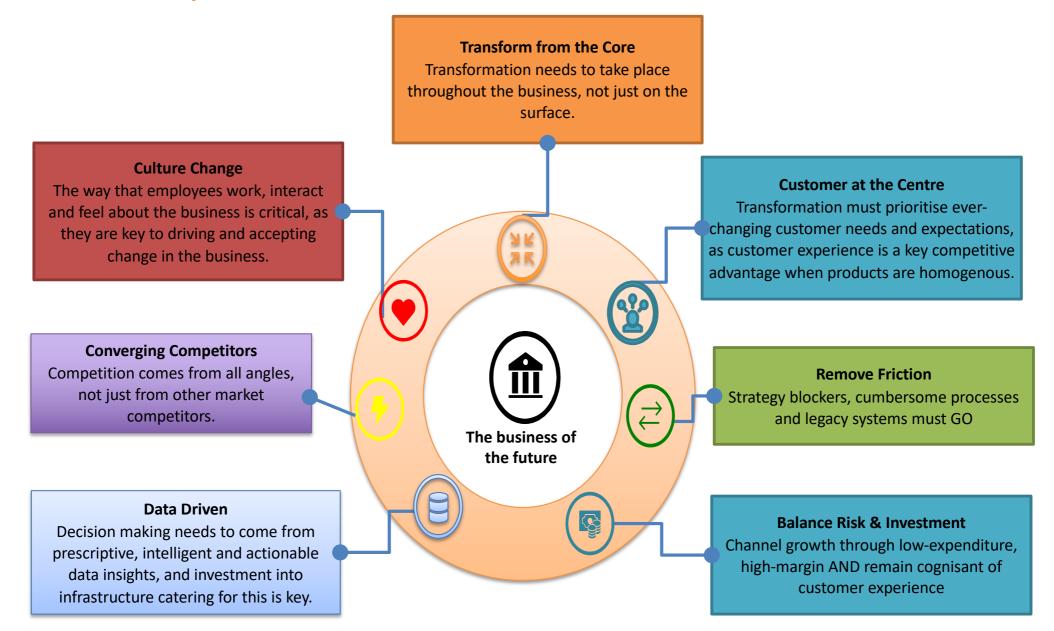


BEING A DIGITAL BUSINESS MEANS GOING ABOUT THINGS **DIFFERENTLY**

SIMPLY DOING 'DIGITAL THINGS', LIKE INVESTING HEAVILY IN DIGITAL PLATFORMS DOES NOT MAKE ANYONE DIGITAL

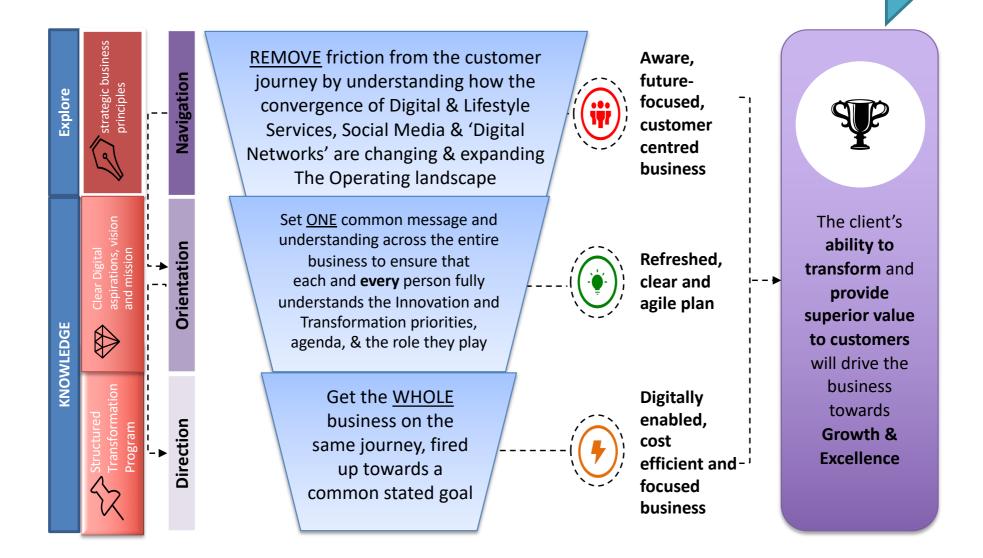
"At The Heart Of The Program Is The Goal Of Removing Friction From The Customer Journey, And Understanding How The Convergence Of Financial & Lifestyle Services, Social Media, And Changing Demographics Is Expanding The Digital Realm, By Blurring The Boundaries Between Industries, Product Lines, Providers Of Services"





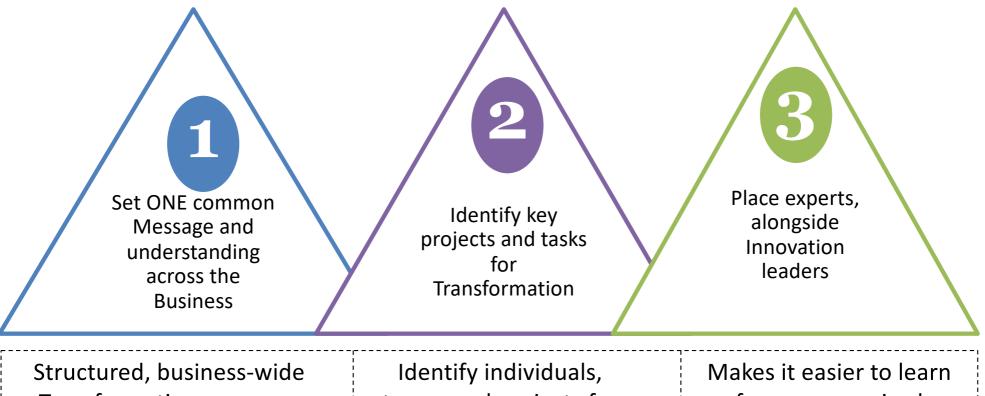
Executive summary

Build an effective message with clear business principles to drive the business forward in the Digital Era





3 pillars of the Program



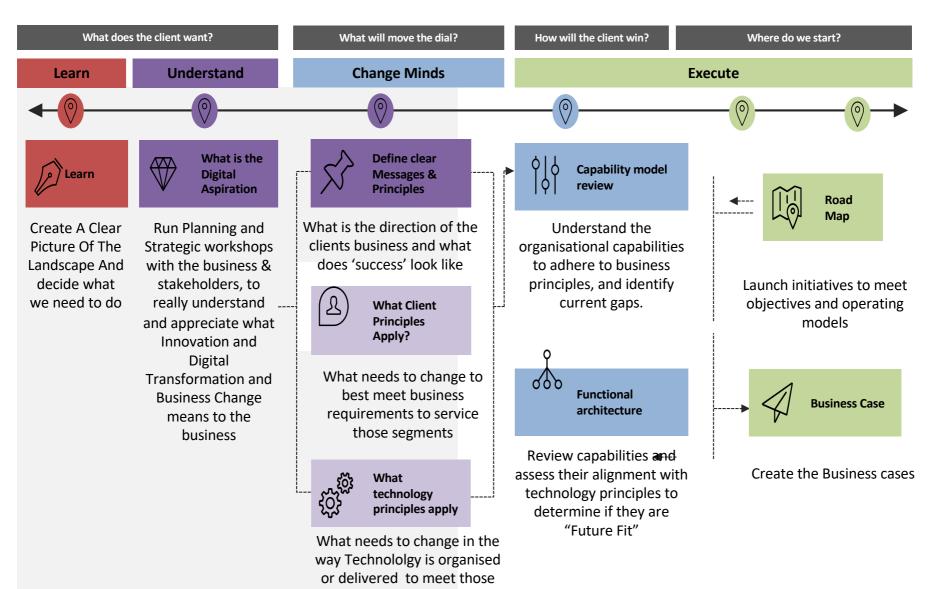
Transformation program, designed to get everyone on the same Transformation and Innovation journey Identify individuals, teams and projects for Transformation, using real-life case studies and Best Practice Delivered Directly, on-site

Makes it easier to learn from a recognized industry expert and specialist in their field

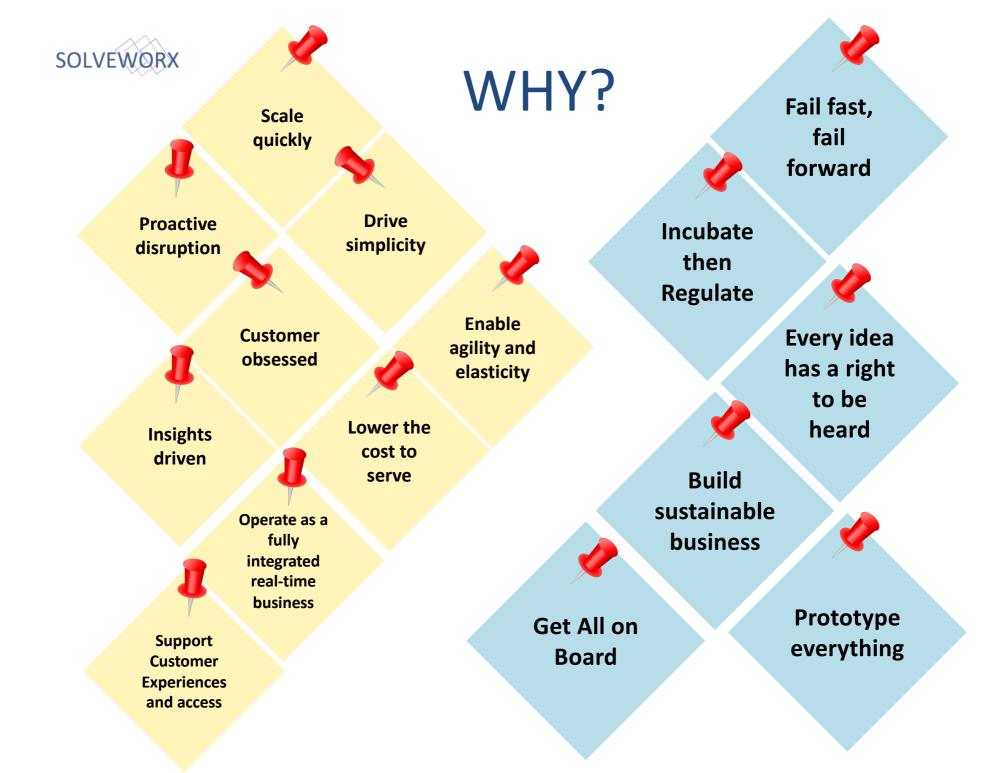


The Engagement Journey

If you can't explain it to a 6-year old, you probably don't understand it yourself – Albert Einstein

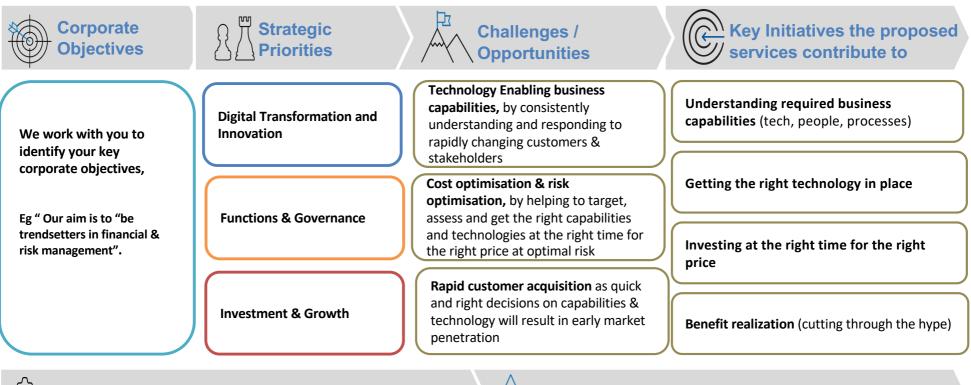


aspirations?





Service Summary







Relevant Learning & Clear Message

- Work with teams to implement 'best practice' transformation techniques
- Comment on the potential value and fit of each opportunity and target for acceleration
- Identify risks and headwinds for such opportunities, based on case studies
- Conduct primary research to quantify revenue and costs, where practical and feasible
- Customized and stream-lined learning to suit your organization
- Deepen understanding, minimize forgetting and enhanced remembering through face-to-face engagement with experts, across the organization

- Develop Thought leadership, turning knowledge into Value
- Align the entire organization, creating a common purpose and set of values
- Build those Core Concepts that are of value to the organization
- Eliminate travel-costs, and cut the overall unit cost, per program participant
- Engage a wider audience across the business at a lower unit cost per participant
- Get more people involved, which spreads the message deeper and further than sending a few 'champions' to overseas conferences & training courses



What makes Accelerated Transformation different?

Standard consulting vs. The Accelerated Transformation Program

Type of challenge	Solution is custom developed by consultants	It's grounded in industry proven practices (Common Sense, business Nous & experience)
	Client "hands over" problem to consultants and is "handed back" the solution	Our clients leverage evidence and insight of experts but retains ownership of the solution
	Can sometimes leave client team feeling a lack of ownership and overwhelmed by "n'th degree" analysis	Solutions are based on proven practice and are generally faster to be implemented
	Consultants are "gone " after solution is developed	Advice continues during and after implementation (e.g., how to overcome execution and organizational challenges)
Impact	New capabilities are provided by consultants	Capabilities are developed internally, leveraging research and peer network.
	Problem & Solution is fixed with scope but Problem, Challenges & Context changes frequently. Solution may become inflexible.	Problem, solution and context can iterate, consistent with Agile approach.
	Consulting Team resources disperse at end of project.	Client continues to have support of Solveworx service team
Flexibility & Commercial Model	Critical that the scope, definition of the problem and outcome are well defined, the meter is running	Typical we constantly research and learn to define the problem and outcome, and adapt to the real work as we learn more
	High cost: fees increase with time and scope, day-rate business model	Stage-gated, linked to discrete pieces of work that evolves along with the business