

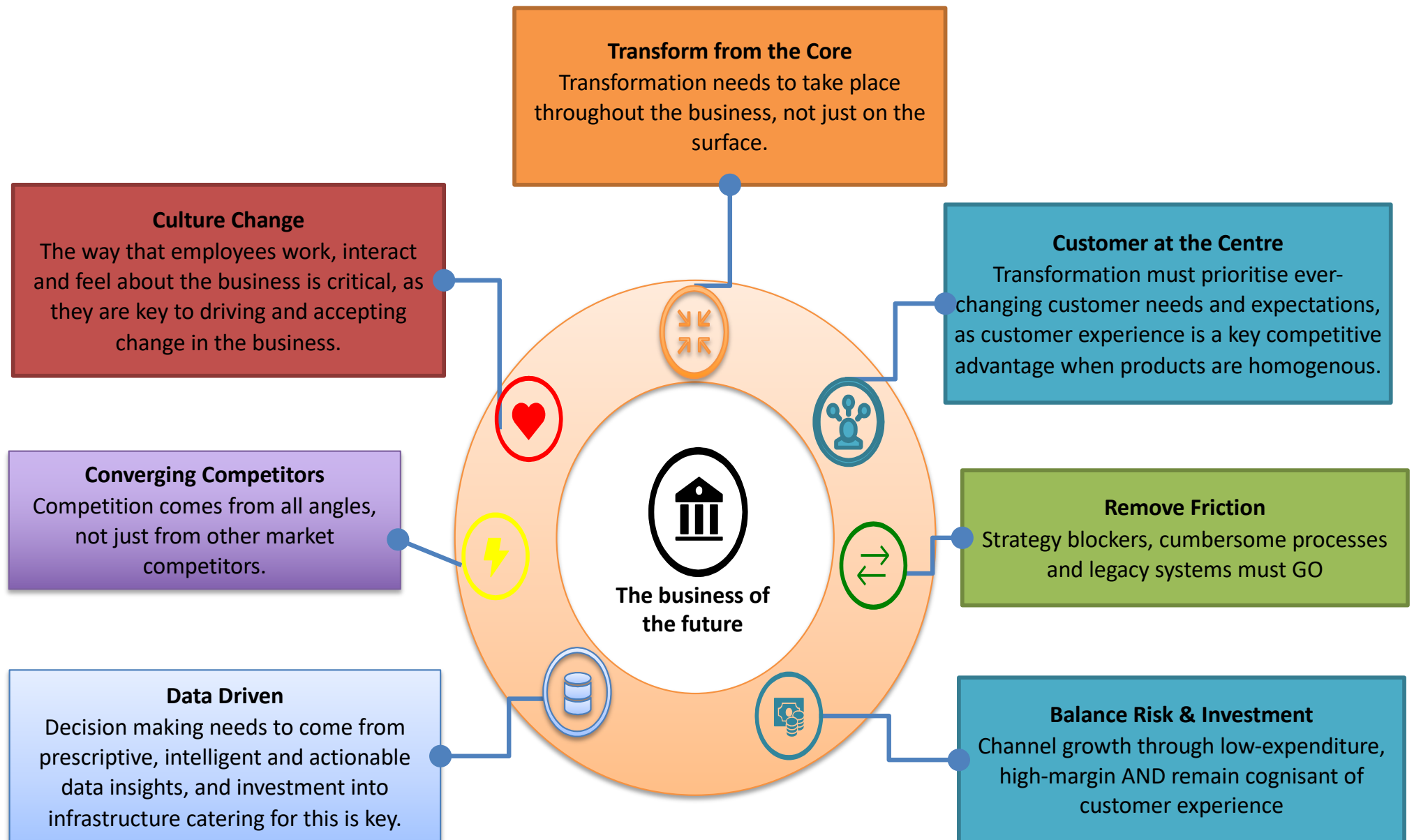
# Accelerated Innovation & Transformation Program



BEING A DIGITAL BUSINESS MEANS GOING ABOUT THINGS *DIFFERENTLY*

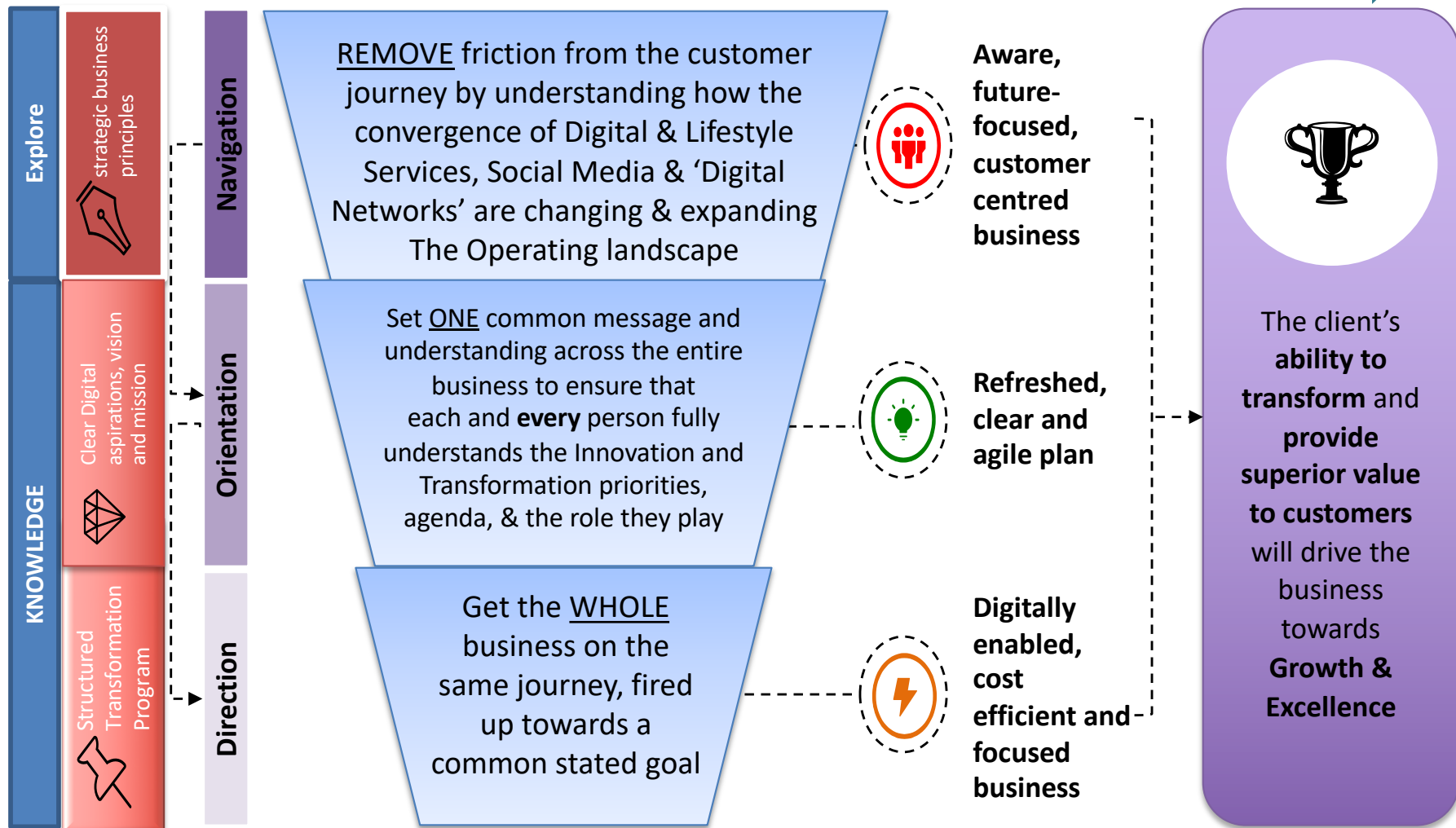
*SIMPLY DOING 'DIGITAL THINGS'*, LIKE INVESTING HEAVILY IN DIGITAL PLATFORMS *DOES NOT MAKE ANYONE DIGITAL*

*“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”*

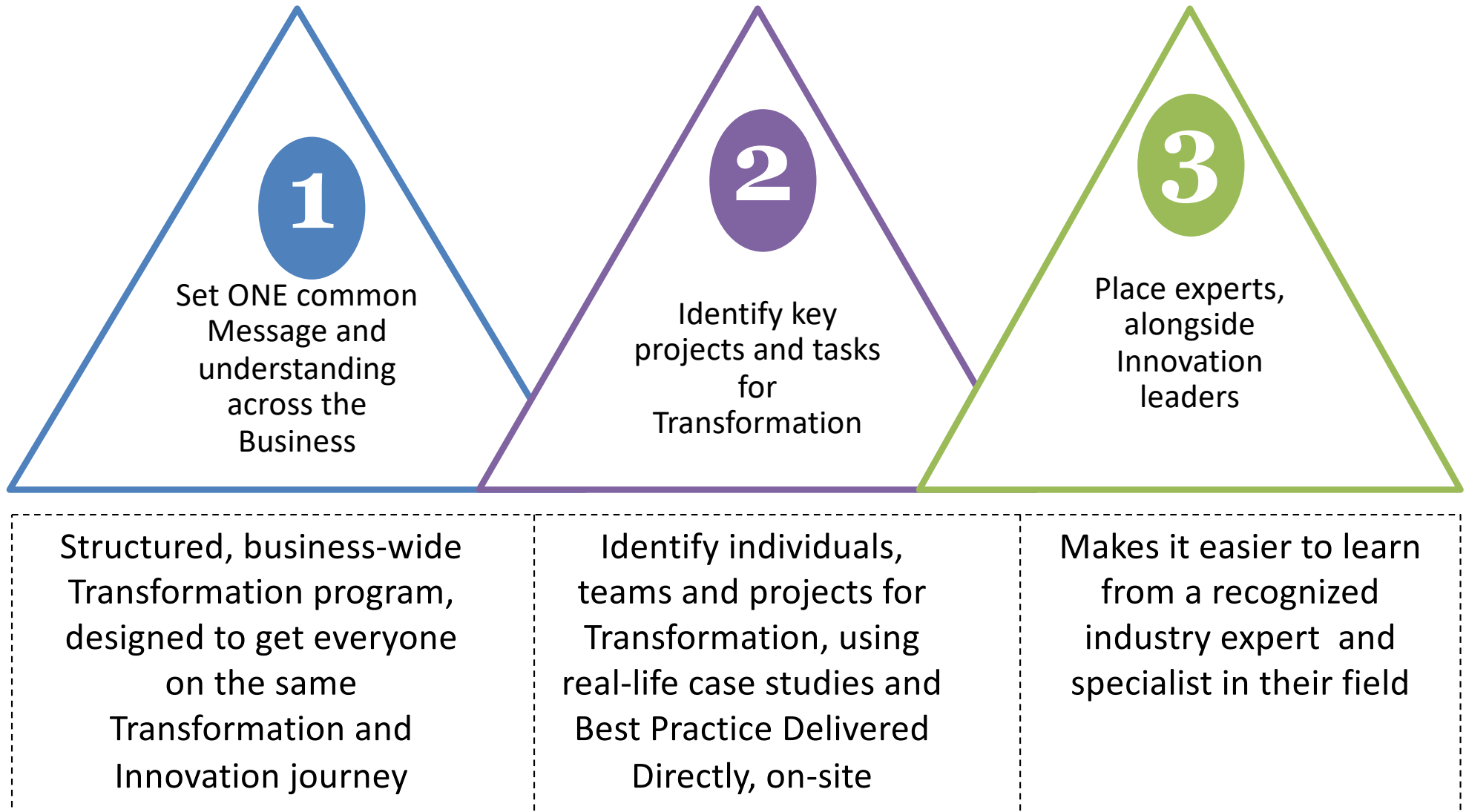


# Executive summary

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

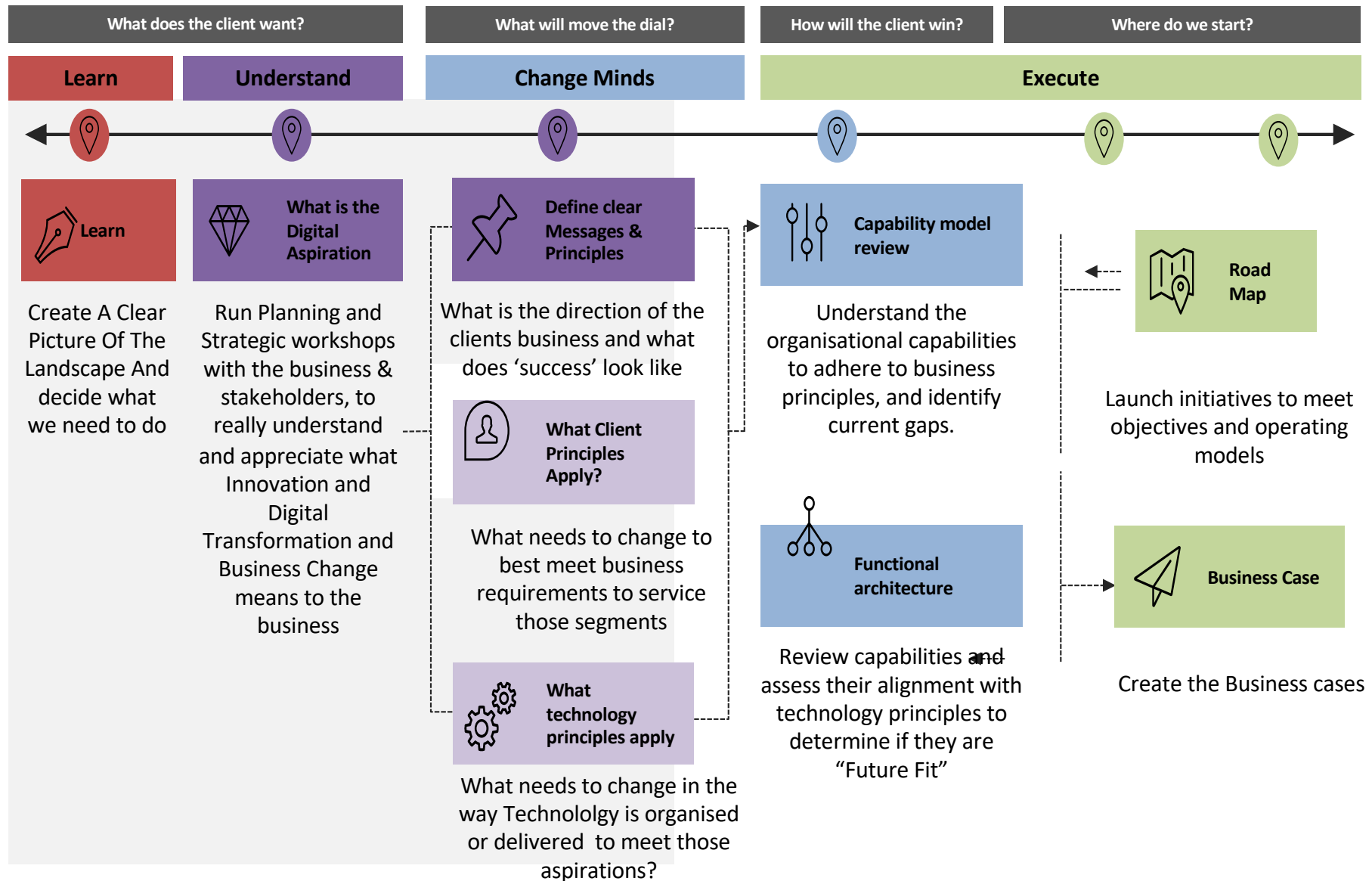


# 3 pillars of the Program

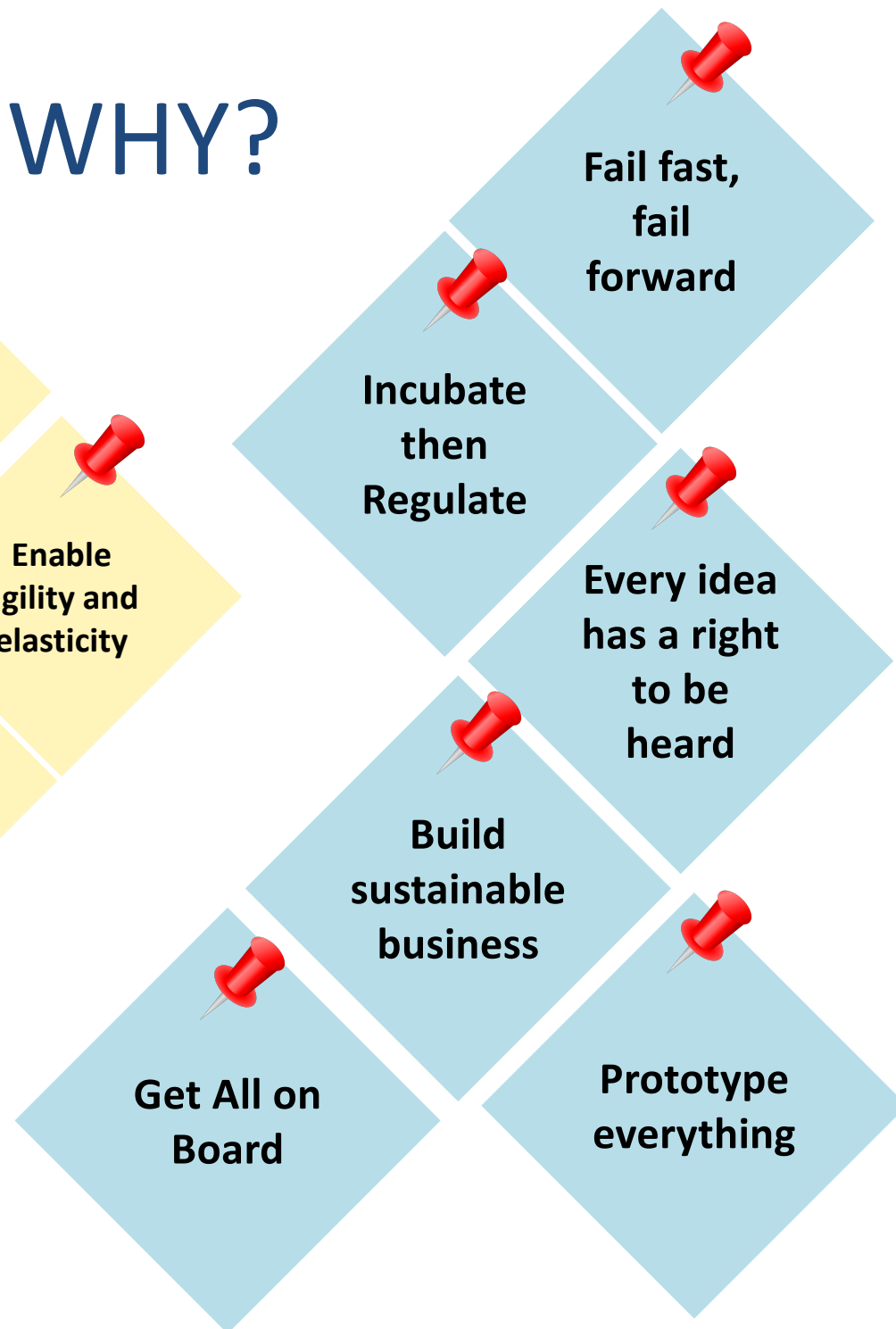
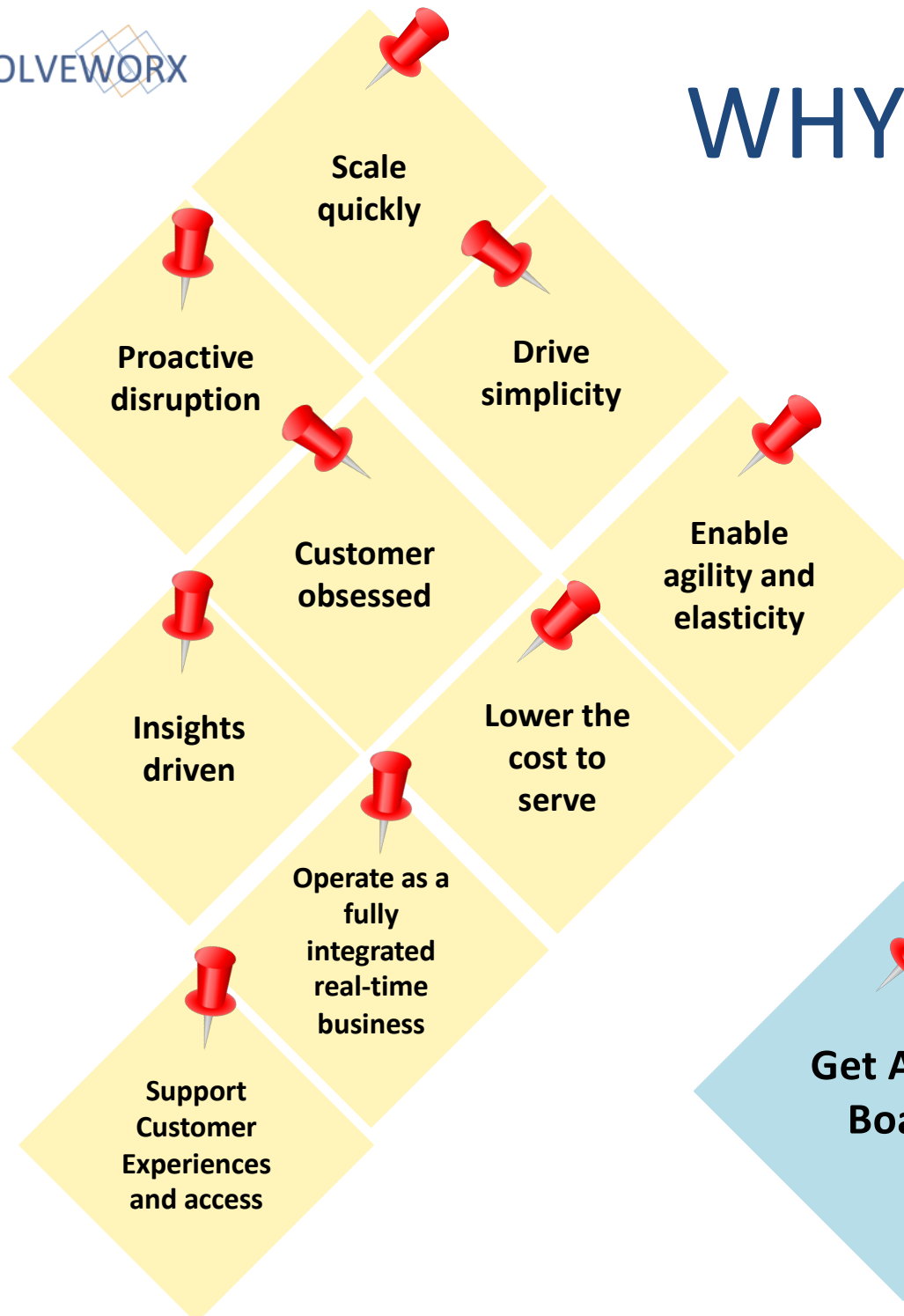


# The Engagement Journey

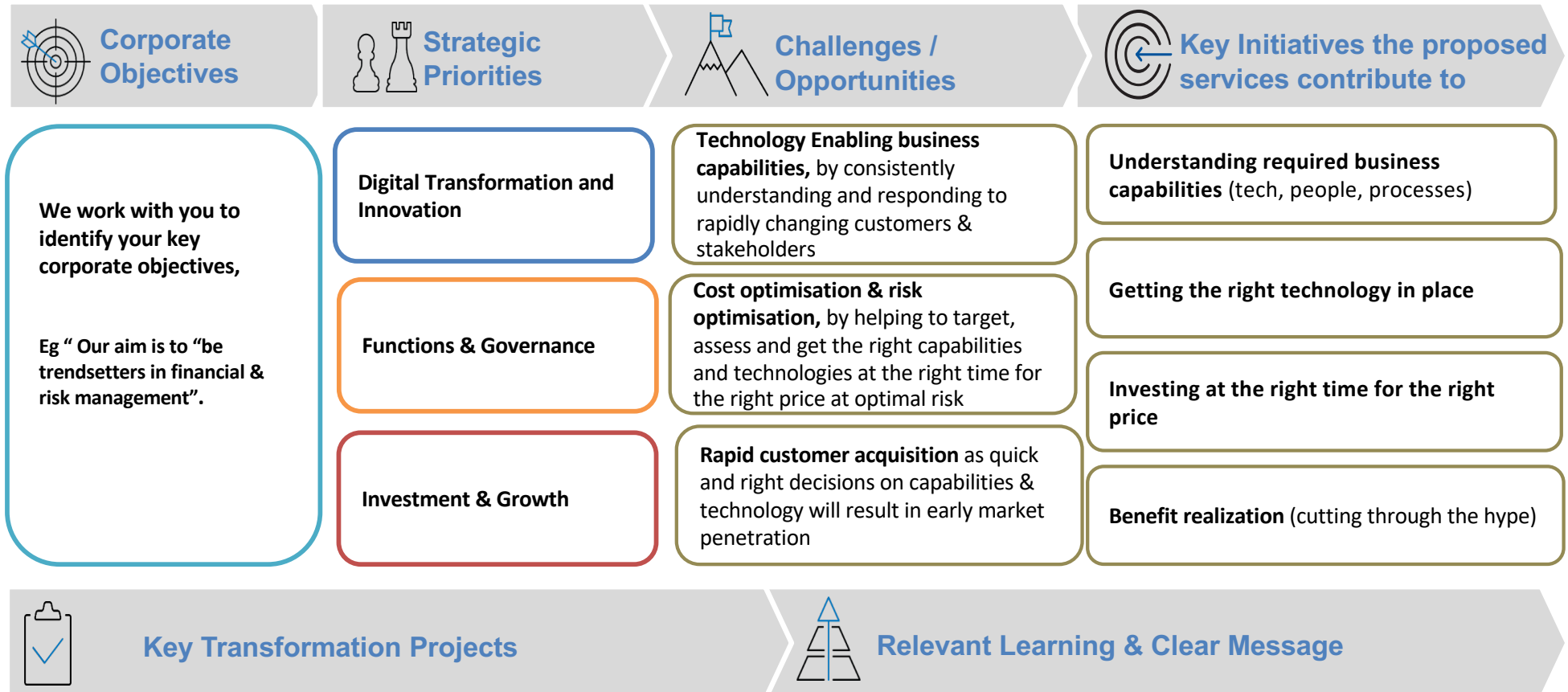
*If you can't explain it to a 6-year old, you probably don't understand it yourself – Albert Einstein*



# WHY?



# Service Summary



# What makes Accelerated Transformation different?

## Standard consulting vs. The Accelerated Transformation Program

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