



Certus Advisory

CAPABILITY OVERVIEW

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YOUR IT & COMMERCIAL CONSULTING PARTNER

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ABOUT US

INVESTING IN YOUR SUCCESS

Certus Advisory is an IT & Commercial Consulting firm with a fresh approach to professional services. The commitments we make to our clients are specific, measurable and binding.

In Certus we have created an organisation that has the expertise to offer genuine insight, capability and value at every stage of the IT delivery and commercial lifecycle.

By focusing on tailored solutions with contractually committed outcomes, adopting a risk-sharing approach and applying proven technical expertise, Certus is a technology partner that is invested in your success.

Certus' structure provides clients with flexibility, adaptability and access to resources from a wide pool of talent, with proven track record. Our consultants are personally known to us and have worked with us on many successful engagements.

Through our business model we can rapidly assemble teams for clients that exactly match their requirements, with a breadth of capability that spans the IT & commercial project lifecycle from concept through to delivery.

In addition to technical, strategic and programme capability, Certus brings with it cultural sensitivity, and the ability to integrate seamlessly into our clients' working practices and structures.

Certus Advisory has the experience and approach that blend technical and commercial solutions together to drive the best outcomes for clients.

With global experience, gained from working with blue-chip clients, Certus has an acute awareness of the political and social impact of strategic change. It adapts its engagement approach to ensure that messages are presented with appropriate consideration for the audience, and with an understanding of how to build consensus through language and behaviour.



OUR SERVICES

FROM CONCEPT TO DELIVERY

CERTUS

| SERVICES

SERVICES

INSIGHT, CAPABILITY AND VALUE AT EVERY STAGE OF THE IT DELIVERY & COMMERCIAL LIFECYCLE



IT STRATEGY

ENABLING THE BUSINESS

Certus Advisory's approach to IT strategy is business led, and sets out the underpinning principles, platforms and strategic direction which drive targeted planning of IT investment, aligned to corporate goals. We see IT as a business enabler, supporting agility, speed to market, information security and business resilience. We deliver the following five key pillars of IT strategy:

- Investment Profiling
- Business Case Creation
- Business Impact Analysis
- Technology Roadmap
- Financial Impact Analysis

ARCHITECTURE & DESIGN

OPTIMISING IT, MAXIMISING VALUE

Certus Advisory's architecture practice translates IT strategies into deliverable technology solutions. From enterprise methodologies through to low level solution designs, our experienced IT specialists assist clients with the design, deployment and integration of diverse and complex cloud solutions across PaaS, IaaS and SaaS.

Our approach to IT Architecture helps our clients invest proportionately in IT in order to deliver optimum business benefit, and it is focused on helping the business achieve its strategic ambitions.

DIGITAL SERVICES

EMBRACING CHANGE

Certus Advisory's Digital Services offering is built on close alignment between Digital Marketing and the underlying technologies. Our expertise helps you better understand your target audience, define services and select the appropriate digital channels. Our technical depth ensures that the underlying systems and architecture will fully support your digital ambitions.

Our offerings include:

- Digital strategy - defining services, roadmap, platforms, channels
- Aligning digital strategy with business & marketing strategy
- Enabling digital transformation
- Customer engagement strategy
- Vendor selection and analysis
- Digital transformation management

PROCUREMENT & SOURCING

DRIVING VALUE THROUGH EXPERIENCE

Certus Advisory supports clients through the full procurement lifecycle, providing procurement strategies, market analysis, evaluation strategy and modelling, development of all EU compliant procurement documentation including contract drafting, OJEU notices and requirements development. With extensive knowledge of central government structures, we can support clients in managing government approvals.

Our deep sourcing experience expedites the procurement process whilst achieving optimal business outcomes.

COMMERCIAL ADVISORY

DELIVERING SUCCESS

Certus Advisory provides a full range of commercial services, encompassing the development of commercial strategies, contract negotiations, exit and transition management, financial & commercial cost modelling/analysis, and EU procurement regulations.

Our consultants are highly experienced commercial specialists with extensive experience in central government, supporting clients through government approvals processes.

TRANSFORMATION

UNLOCKING THE BUSINESS

The deployment of new technology solutions can fundamentally enhance or change how a company operates, whilst supporting growth and driving innovation.

We recognise that technology transformation is often disruptive and sometimes painful for an organisation, changing how it engages with customers or how users operate. Certus Advisory successfully manages risk, cost and organisational upheaval to achieve a smooth transition to the organisation's target operating model. Our approach minimises disruption, secures benefits and delivers on time.

EXIT & TRANSITION

CREATING CERTAINTY

Certus Advisory is able to support clients through the exit of large contracts and the process of transitioning to new operating models, working in multi-supplier environments. We are able to develop disaggregation strategies, support contract exit negotiations and assist clients in managing supply chains, including dispute management and resolution.

Our offerings include:

- Commercial Strategies Supporting Exit and Disaggregation
- Development of Current and Target Operating Models and Roadmaps
- Contract Exit Negotiation and Restructuring
- Supply Chain Analysis and Management
- Dispute management and resolution
- Transition Management

PROGRAMME MANAGEMENT

COORDINATION, COMMITMENT AND CONTROL

When delivering successful technology projects, we combine rigorous project governance with technical depth, business engagement and problem solving creativity.

Certus Advisory brings its hard-won experience to bear so that project resources and budget are managed to best effect, with sensitivity to organisational culture, stakeholder preferences, vendor relationships and technical constraints. Our Programme Managers have delivered and learned from large scale technology programmes, and apply this real world experience to your organisation's benefit.

CONTACT US

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