

G-Cloud 14 Service Definition

We pride ourselves on quickly understanding the challenges and needs of an organisation involved in cloud or digital services and providing practical and sustainable solutions. We bring a diverse range of experiences and expertise which collectively provide unique perspectives and forms of support.

We focus on causes not symptoms. When we dig below the surface there are typically underlying causes - the perceived problem often being no more than a symptom. With the support of individuals, teams and the organisation we deal with the underlying causes to provide maximum value to the organisation and ensure a sustained positive change in behaviours.

We use facilitation and training to create energised, high performing teams that work collaboratively to effectively manage delivery challenges and conflicts.

We inspire and enable individuals to develop their leadership capability through bespoke educational programmes, coaching, mentoring, networking and work based learning.

We only work with people we trust and have the same values, commitment and energy to deliver success for our clients.

When we work with people:

- ✓ We want those leading or supporting change to be successful - it is good for the individual and the organisations they work for.
- ✓ We believe everyone is a leader and follower in their own context and should be developed and supported to be the best they can
- ✓ We believe that people, with the right capability, fully supported, can achieve amazing results - teams can achieve miracles.
- ✓ We believe personal difference and diversity should be taken into account to make the experience of delivery more enjoyable and productive and in turn improving organisational performance.
- ✓ We believe project, programme and portfolio management, thoughtfully adapted to an organisations particular needs, should be accessible, usable and effective by all.

We are:

- **Energising** – our fresh and insightful perspective will help to re-energise your team or organisation, unlocking individual potential.
- **Collaborative** – we work closely with your project leaders and internal experts, bringing in our trusted collaborators when appropriate.
- **Knowledgeable** – experts in our respective fields, underpinned by extensive research.
- **Connected** - our extensive and trusted professional network allowing us to introduce our customers to peers facing similar challenges.
- **Adaptable** – our development solutions are unique to the needs and culture of your organisation.
- **Committed** – a thorough understanding of your organisation's challenges and needs underpins our commitment to finding realistic and sustainable solutions that add value.
- **Insightful** – we are challenging when appropriate, innovative at all times.

Our approach is underpinned by our **core values** which are **honesty, trust, respect** and **empathy** – these are demonstrated through our behaviours when working with your leaders and teams.