

# TECHMODAL

## G-CLOUD SERVICE DEFINITION

### Consultancy

Business Data Exploitation Consultancy



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## 01 - ABOUT US

### Who we are

We are Techmodal, a Bristol-based data science and analytics consultancy with 200 data and technology professionals. For the past 20 years, Techmodal has excelled in delivering rapid-impact, innovative solutions to solve some of the most difficult data problems in UK Defence and Public Sector.

We deploy teams to deliver fast, actionable insight from complex, siloed and sensitive data. We are user-focused and technology agnostic, meaning we deliver solutions together with users to specific needs, aligning to customers' technology investments and strategies.

### Benefits of working with us

- Deep understanding of data and its context to extract maximum insight
- Exploitation and application of disruptive technologies and approaches
- Partnership approach providing collaboration, knowledge transfer and upskilling
- Repeatable solutions that provide significant Return on Investment (ROI)
- High quality, rapid impact, agile delivery

### Our offerings

#### Data Analytics Consultancy

##### Applied Data Science

Applying data science tools and techniques to real-life operational challenges

##### Modelling & Simulation

Utilising domain knowledge and modelling expertise to enable customers to make better decisions

##### Operational Insights

Data-led insights into operational challenges with embedded domain experts

#### Software Development

Development of scalable, robust and secure applications, enabling customers enduring access to their data and insights

## Our customers

We've built a reputation for getting things done and doing them well. This is why we are a trusted partner across UK Public Sector.



Ministry  
of Defence



Home Office



Department  
for Transport



Cabinet Office



Met Office



**NCA**  
National Crime Agency

## Our values

Our people are the lifeblood of the business. We're proud of the variety of backgrounds and experiences our people bring to the business as we believe this empowers different perspectives that drive our innovation.

But no matter how different our background, our shared passion for using data to solve complex problems keeps us all connected. Our culture is built on four core values:

**Get it done, do it well** We find practical solutions to difficult problems and do not get lost in process and theory. We are agile, flexible, and tenacious with a commitment to promoting quality and sustainability.

**Communicate boldly** We believe that being honest and straightforward is key to building trust. This entails being brave enough to tell customers and colleagues what they need to know rather than what they want to hear.

**Grow with integrity** We are an ambitious company run by a team whose aim it is to make people proud. This is achieved by valuing our culture and embracing the diverse perspectives of our people.

**Reward people with opportunities** Our success depends on our people. We give individuals the freedom to experiment and develop, so they remain challenged and engaged.

## 02 - SERVICE OVERVIEW

### Overview

Business Data Exploitation Consulting bridges the gap between data & IT and your business using requirement elicitation, analytics and modelling to deliver efficiencies and value. Techmodal provides expertise in Business Data Exploitation Consulting to help you define our specific business' data needs and deliver a bespoke solution. Our business analysts are skilled in requirements elicitation & analysis across all business areas, including process analysis, user needs and service design.

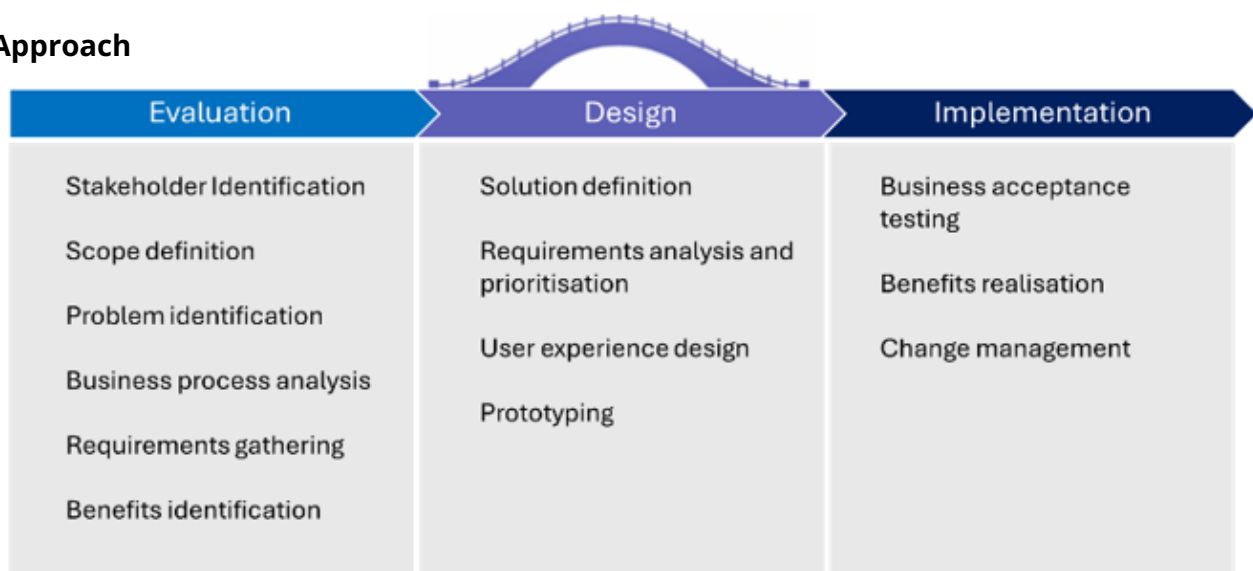
We evaluate your organisation, your business processes and systems to enable you to align your objectives with your vision. As a result, and with the help of our agile methodologies we deliver rapid and actionable results.

We assist our client to better define their business needs by guiding them from initial scoping to a full and effective implementation of the required solution.

### Description

As no client is the same, we put emphasis on adapting our ways of working, including Agile frameworks, to the client's needs, taking into account factors such as time available, size of the required transformation and client's availability. We offer both strategic guidance and leadership, seamlessly integrating ourselves into their team.

### Approach



Our approach commences with an **Evaluation** phase to understand, on one hand your business needs (including the users and their needs) and on the other hand your current organisation and ambitions, your business processes, and data systems.

During the **Design** phase, taking the outputs from Evaluation phase we will guide you

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through assessment and highlight design issues and risks. We work closely with the business to elicit the requirements leading to the solution in an iterative way, gaining detail progressively during next phases and verification and validation stages.

In the **Implementation** phase, we develop a minimum value product solution, produce business acceptance testing and, post implementation, benefits review, and facilitation. We recommend an early benefits management adoption that can be facilitated by one of our consultants as part of our services.

Our methodology and agile framework approaches includes aspects such as the business architecture, business process representation and application and data architecture when designing and developing solutions.

## **Elements**

### **Requirements Management**

Our requirements management offering provides comprehensive support throughout the requirements management life cycle. From identifying and analysing business and user requirements to validating and prioritising them within a defined scope, we ensure thoroughness and precision at every step. Moreover, we provide expert advice on requirements management approaches, defining appropriate life cycle methods, and ensuring traceability from design to evaluation.

By directing the requirements management approach, influencing prioritisation, and aligning solutions with organisational strategy, we facilitate both strategic decision-making and tactical solutions for optimal project outcomes.

### **Business Modelling**

Our business modelling services cover a spectrum of expertise, from basic techniques to leading-edge strategy. We adeptly represent business situations and visualise processes, ensuring clarity and precision within defined parameters. With the ability to model various elements of the business and comprehend the ramifications of potential changes, we provide invaluable insights into how processes, systems, structures, data, and roles interact.

As leaders in process, system, and data modelling, we navigate projects with varying levels of detail and complexity, managing the effects of proposed changes effectively

### **Process Improvement**

Our process improvement services cater to various needs, from task-based support to strategic leadership. We identify opportunities for improvement within defined projects, leading the analysis, design, prioritisation, and implementation of changes to drive business performance.

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As leaders in process improvement, we guide projects and programs, identifying opportunities to perform business activities more efficiently and effectively. Our expertise extends to overseeing the implementation of proposed improvements, ensuring seamless integration and sustainable results.

### **Benefits Management**

Our benefits management services provide comprehensive support ranging from foundational assistance to strategic guidance, ensuring optimal identification and realisation of benefits and outcomes. We meticulously craft and maintain benefit realisation plans and tracking mechanisms throughout the project lifecycle, guaranteeing alignment with organisational goals.

With unparalleled expertise in benefits management leadership, we execute strategies that integrate seamlessly with organisational methodologies, establishing robust frameworks for tracking and reporting. We lead by example, championing industry best practices, offering insights, and validating assumptions through rigorous stakeholder testing.

### **Business Acceptance Testing**

Our offering encompasses comprehensive business acceptance testing solutions tailored to your needs, ensuring the requirements met are rigorously evaluated. We ensure that your systems meet the requirements and expectations of end users by validating functionality, usability, and overall user experience.

Our meticulous approach involves defining clear acceptance criteria, conducting rigorous testing scenarios based on real-world usage, and providing detailed feedback to enhance system performance. By leveraging our expertise we enable you to achieve seamless system implementation and maximise operational efficiency.

### **Business Change**

Our business change management services offer transformative support, guiding businesses through every stage of change. From creating essential products to engaging stakeholders and facilitating seamless implementation, we provide comprehensive assistance. We contribute expertise in change product creation, ensure active involvement of end users, and refine change plans and communication strategies.

As leaders in business change, we evaluate stakeholder impact, orchestrate specialised input, and meticulously manage readiness criteria. By prioritising senior stakeholder engagement and assuming ownership of change plans, we drive impactful and successful business transformations.

## 03 - SERVICE FEATURES

- Definition of your business vision, mission, and objectives
- Business case creation, management and advice
- Requirements elicitation, analysis, documentation, validation, and management
- Agile approach to business needs analysis and solution design and deployment
- Stakeholder management and process improvement
- Data analysis and management approach with enhanced dashboards
- Business acceptance testing
- Benefits realisation to measure your improvement.
- Requirements management
- Business modelling

## 04 - SERVICE BENEFITS

- Business change facilitation
- Business requirements aligned to strategy
- Defined business processes and procedures
- Identification of business readiness and change requirements
- Improved stakeholder engagement
- Embedded and sustained change
- Enhanced business insight
- Improved process efficiency
- Increased understanding of risk
- Reduced risk of development delays from unnecessary or unclear requirements

**End of document**

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Visit our website  
[www.techmodal.com/overview](http://www.techmodal.com/overview)



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