

Mazars
G-Cloud 14 framework
Service Definition Document

Management Consulting



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Mazars Overview

Operating as a united partnership, we work as one integrated team, leveraging expertise, scale and cultural understanding to deliver exceptional and tailored services in audit and accounting, as well as tax, financial advisory, and consulting. Founded in Europe, Mazars is present in over 100 countries and territories, with 50,000 professionals – 33,000 in our integrated partnership, 17,000 via the Mazars North America Alliance – dedicated to helping clients make the most of business opportunities and operate with confidence.

In the UK, Mazars is among the largest firms in its sector and a leading auditor to Public Interest Entities (PIEs). It employs over 3,300 people in 14 locations across the UK, providing a balanced perspective and empowered expertise to clients of all sizes, from individuals and SMEs to mid-caps and global players, as well as start-ups and public organisations at every stage of their development.

Driving excellence in service delivery through innovation and partnership

Expectations of public service organisations are growing. However, financial constraints and regulatory burdens in the sector create a challenging operating environment. Managers are increasingly asked to do more with less. Our experts help public and social sector organisations build confidence through tailored, practical solutions. Working in partnership with governments and not-for-profit organisations, we identify opportunities for operational and technological innovation to help improve service delivery for the benefit of society at large.

Our approach

Even during challenging times, organisations need to remain focused on delivering outstanding public services. Leadership teams also need to be able to evaluate performance without delay. Our team of over 200 public services experts draw on their market knowledge to help public and social organisations to get the most from what they have. Our strong links across the public and social sector, together with our significant industry experience, inform our approach in public sector audit, advisory, and tax. By working to understand your current strategy and long-term ambitions, we identify the solutions that fit your organisation and provide the guidance needed to build business resilience and create efficient operations in the sector. At Mazars, we are focused on enhancing your organisation's abilities and preparing it for future challenges.

Technology and Digital

We combine our skills and expertise with both a global perspective and local knowledge to provide clients with a broad array of professional services. We empower our people to help clients make the most of opportunities, operate with conviction, and give confidence to their stakeholders.

We can help guide and advise businesses through the changing landscape to help manage risk, optimise processes and capitalise on opportunities. Regardless of your business cycle or circumstances, we are able to combine our expertise on strategy, risk, technology, people and processes to provide tailored solutions that suit your business objectives.

We offer a broad spectrum of technology consulting and assurance solutions, covering **third-party assurance (SOC Services)**, **cyber security**, **data protection**, **data management**, **IT audit**, **IT operations** and **forensic technologies**.

Vendor Specification and Selection

This section describes in more detail the service features and benefits included within this service definition document.

Vendor Specification and Selection

We bring a challenger mindset, and diverse industry experience to deliver the transformational change your business or organisation requires.

Uncovering new and innovative solutions to challenges, means we can transfer our skills to existing projects, in order to speedup change, and improves outcomes, as well as initiating new projects and transformation programmes .

We bring a new voice to the world of Management Consultancy, and we pride ourselves in doing things differently;

- Agile, adaptable and collaborative
- Real-world experience and technical expertise
- Senior leadership on client projects

Strategy

Designing and implementing practical solutions that harness your strengths, will unlock opportunities, deliver sustainable growth, and drive meaningful and transformational change.

We will work with you and your team to develop the strategies that will deliver those transformational results.

Data led strategy

We are advocates of using data to provide the insights that determine the best path ahead.

Understanding and analysing your data can bring a different perspective to your challenges and help unlock new and innovative solutions.

Service Features

- Business Transformation Programmes
- Cost Transformation
- Target Operating Model Design and Execution
- Shared Services Optimisation and Intelligent Automation
- Culture Change and Sustainability Programmes
- Complex/Global IT and System Implementations
- Project Recovery and Reinvigoration
- Implementation of Regulatory Change

- Change Readiness Assessments
- Workforce transition management and execution
- Employee Experience Improvement

Transformation and Change

We know each project is unique and approach each one with a specific formula to achieve the results you want. We focus on partnering with your teams, training and helping them to implement the plans and deliver tangible results.

People centred change

People are at the centre of any transformational change, so understanding how people react, experience, and manage change is fundamental to success.

We work across all sectors but have deep expertise in Telco's, Automotive and Engineering, Energy and Infrastructure, and the Construction and Housing sector.

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Project and Programme Management

We take a people-centred approach to project management, and we make sure the organisational structure, culture, and ways of working are always well understood in order to deliver your project to the fullest value.

Experienced managers and proven approaches

Our experienced managers are equipped with proven methodologies to deliver your business-critical programmes. We have a mobile and global team of professionals to support your IT, transformation and capital infrastructure programmes across matrixed environments and geographies.

Service Features

- Project Mobilisation
- Project Delivery
- Project Recovery
- Complex technology and System Implementations
- Implementation of Regulatory and Business Change
- Project Capability assessments
- Project Assurance
- Project MI and Dashboards

Finance

Manual processes are easily automated, duplication can be cut out and new technology is providing insights that weren't previously possible. Often a business will have outgrown their technology, especially if there has been significant growth, post-merger activity or an acquisition.

Best practice and fit for the future.

We know what good looks like for organisations of all shapes and sizes, and we can benchmark best practice for your finance function. We can show you where you can save time and cost, while freeing up resource to focus on value-added tasks.

Service Features

- Target Operating Model Design
- Finance Team Reviews
- Maturity Assessments
- Technology Assessments and Implementation
- Improved Management
- Information and Power BI Dashboards
- Multi Office/Territory Consolidation
- Shared Service Centre Design
- Post Merger Integration
- Reconciliation Projects
- Finance Secondments
- Offshoring Business Cases

Operations

By understanding these and your long-term business objectives, we can help you deliver a better programme of operational improvements and business optimisation.

Bespoke tools and deep expertise

We have developed in-house rapid assessment tools that identify the scale, scope and urgency of all possible opportunities and improvements. We then work with your team to deliver transformational improvements.

Although we work across multiple sectors, we have deep expertise in Manufacturing, Engineering, Aerospace, Food and Beverage, Logistics, and the Public Sector.

Service Features

- 360 Operation Health Checks
- Operational Rapid Assessments
- Performance Improvement
- Cost Reduction Programmes
- Supply Chain Strategy and Performance
- System and Process reviews
- Manufacturing and Production improvements
- Production Capacity improvements
- Operational and Commercial Due Diligence

Growth

We help clients create ambitious but realistic growth plans that can be delivered by their teams. Our support comprises a mix of subject matter expertise, best practice experience and hands-on support that delivers sustainable and profitable growth.

Real world experience and practical support

We've worked with businesses of all sizes, across most sectors and at every stage of their growth journey.

Our experience means we know what works, and we help can navigate all the challenges that can come with growth.

Service Features

- High Growth High Performance Programmes
- Growth Workshops
- Senior Leadership Team Development
- Market Segmentation, Analysis and Client Research
- Brand Positioning and Propositions
- Sales and Marketing Performance Improvement
- Preparation and Value Creation for Exit clients

Commercial

Understanding the risks and opportunities in the upstream/client contracts, as well as those in the downstream/supply side, helps any organisation have a holistic view of their overall risk and opportunity.

Specialist knowledge that delivers commercial advantage

We provide end-to-end support for the contract lifecycle across many sectors, but we have deep knowledge and expertise of the regulatory environment and commercial arrangements in the Infrastructure sector, PFI contracts and in Hydrogen.

Service Features

- Design and implementation of contract databases
- End-to-end commercial strategy
- Governance and compliance, integrated assurance management
- Supply chain management and optimisation (VFM)
- Supply chain resilience and sustainable contracting
- Procurement strategy and optimisation
- Contract management automation
- PFI management and hand back assistance
- Contract management training
- Commercial and Legal Due Diligence
- Commercial risk for Acquisition and Exit

People

Through analytics, we identify areas of success and underperformance across the whole organisation. This allows businesses to reduce cost leakage and find productivity opportunities across the entire 'hire to retire' process.

Getting the best from your people

Our solution provides real time data and insights that enable us to guarantee return on investment gains and simultaneously enhance employee satisfaction.

Any organisation that has people as a key part of their business model can realise the benefits, and we also have deep sector expertise in professional services, financial services, retail and commerce sectors.

Service Features

- Data analysis of productivity and efficiency across the full lifecycle of an employee
- Performance mapping and upskilling of teams
- Organisational design and optimisation
- SLT development and performance
- Diversity, equality, and inclusion support
- Culture reviews and enhancements

Resilience

A resilient strategy is one which is agile enough to ensure an organisation can not only meet challenges, but ideally can then adapt and take advantage.

Agility and practicality

We help leadership teams build their confidence to manage any crisis. We design and deliver practical programmes to make your people more confident and better prepared for whatever might lie ahead.

We train, exercise and test your people and your plans, to maintain the momentum and avoid complacency.

Service Features

- Strategic Resilience and Emerging Risk Management
- Crisis Management and Business Continuity Planning
- Scenario war gaming and role plays
- People and Physical Security
- Travel and Mobility Risk Management
- Supply Chain Security and Resilience
- ISO Management Standards
- Training and Development

Why Work with Mazars?

- **A different player, focussed on delivering the best client experience:** Mazars prides itself on delivering the best possible client experience, and encourages good two-way communication throughout all client engagements.
- **Dedicated Management Consultants with deep industry expertise:** Mazars has an experienced management consulting professionals in the UK with 40+ industry experts to navigate complex organisational challenges.
- **Expertise and knowledge:** Mazars provides clients with access to experts and innovative management consulting services to enable organisations to better execute their business strategies.
- **Strength and depth:** A team with experience in dealing with complex environment and projects.
- **Tailored approach:** We devise a bespoke service approach for each client. Solutions orientated Provide realistic and pragmatic solution. Value driven Provide the highest quality of service at a fair price. Responsive and accessible Client responsiveness is our highest priority.
- **Our Consulting Practice:** Our Consulting teams support clients in solving business critical, complex problems through a broad range of services including risk assurance, technology advisory, business transformation, regulatory consulting and actuarial support. Our expertise ranges from financial services and insurance to retail, government and education. In a rapidly changing business world, we help clients overcome the challenges that they face today and prepare for whatever the future may hold.

For more information, please contact us on +44 (0) 20 7063 4000 or visit our website www.mazars.co.uk.



Mazars is an internationally integrated partnership, specialising in audit, accountancy, advisory, tax and legal services*. Operating in over 100 countries and territories around the world, we draw on the expertise of 50,000 professionals – 33,000+ in Mazars' integrated partnership and 17,000+ via the Mazars North America Alliance – to assist clients of all sizes at every stage in their development.

*where permitted under applicable country laws.

www.mazars.co.uk