



# G-Cloud 14 Service Definitions

Digital Finance



# making sense of technology



Many organisations over-complicate and over-engineer their technology and data initiatives. We help organisations make sensible technology related decisions and then help deliver the expected benefits

## we are a technology consulting business that really understands business

Our hands-on and real-life experience helps to ensure that common-sense is applied to technology, data and digital transformation

We sit shoulder to shoulder with clients to ensure benefits are realised

## we help clients embrace technology in sensible and pragmatic ways

We balance very strong technical capabilities with experienced business leadership

This enables us to deliver effective technology and data solutions that are aligned to the organisational strategy – not just deliver expensive “shiny new toys”

## we have very strong values that make sure we always deliver great work

Our values guide how we work with our clients and each other. They make sure we are always focused on the right things:

- we do the right thing
- we cut to the chase
- we work together

## we don't try to be expert at everything – and work with great partners

We will always make sure that we give you the best advice – and often work with partners to help deliver an end-to-end solution

We have strategic partnerships with some of the world's best technology companies – Microsoft, UiPath

Established in 2017, and with a team of over 40 highly qualified experts, we are well placed to help organisations embrace new technology in sensible and pragmatic ways



**we do the right thing**  
for our clients & each other

doing the right thing is more important than anything



**we cut to the chase**  
no technical jargon or waffle

clear, down-to-Earth advice is surprisingly hard to find



**we work together**  
helping each other to succeed

working together to solve problems is just what we do

# Our G-Cloud services



## Data transformation

embracent help clients turn data into insight to improve business performance and answer business questions. We deliver tailored strategies and roadmaps to clients seeking to become data and insight driven. We help clients govern their data so it can be trusted. We offer data and insight as a service



## Digital finance

We help the CFO refocus finance, automate the routine and reshape finance talent. Our digital finance framework assesses today's maturity to create the strategy, target operating model and change roadmap. Our transformation support includes ERP/Finance Cloud systems adoption, process automation, insight using AI and visualisation tools



## Digital strategy & transformation

embracent brings deep business and technology expertise to help you deliver your digital transformation agenda. Our tried and tested transformation framework helps you develop the business case for your digital future, deliver a clear roadmap to achieve it and provides the implementation skills to support making it a reality



## Programme excellence

With a solid governance framework and pragmatic approach, embracent have a proven track record in Programme Management, Project Delivery, Project Assurance, Project Management Office (PMO) and Programme Recovery. With an emphasis on people, process and technology, our hands-on delivery team use Waterfall and Agile methodologies to drive successful outcomes



## Process excellence

Using a lean, quality-management approach, embracent critically challenges organisations on their end-to-end process efficiency, working together to deliver improvements, realise benefits and implement change. Our excellence framework also enables organisations to build a continuous improvement Centre of Excellence, powered by process intelligence and automation technologies



## Intelligent automation

embracent offers Intelligent Automation as a service, enhancing processes for ongoing advancement via process excellence. Our end-to-end approach, from analysis, development and benefits realisation through to support, is driven by a commitment to excellence, tailoring the tools we use to resolve your specific challenges



## Managed services

embracent managed services portfolio offers effective 1st, 2nd and 3rd line technical support following best practices and iterative ITIL approach to ITSM. We implement and support cloud platforms including Microsoft 365, Azure, SharePoint, MDM, Business Intelligence (BI), RPA (UiPath), Machine Learning, AI, and Power Automate delivered by our team of experts



## Artificial Intelligence

embracent specialises in providing bespoke AI solutions meticulously tailored to address your unique business challenges. Our commitment is to deliver an AI service that is as adaptable and dynamic as the marketplace you operate in, ensuring that you stay ahead of the curve with solutions that are innovative and applicable

# Digital Finance – overview, features and benefits



## Service overview

We help the CFO refocus finance, automate the routine and reshape finance talent. Our digital finance framework assesses today's maturity to create a strategy, target operating model and change roadmap. Our transformation support includes ERP/Finance Cloud systems adoption, process automation, insight using AI and visualisation tools

### Key service features

- Holistic evaluation of financial maturity using a multi-faceted approach
- Benchmarks established by cutting-edge, technology-driven standards
- Projections for future financial proficiency and identification of areas for improvement
- Adoption of best practices for financial process analysis and restructuring
- Ability to create and execute financial operational frameworks
- Strategic implementation of smart automation, substantiated by solid business rationale
- Ongoing dialogue, strategic involvement, and advisory services

### Key service benefits

- Strategic pathway to digital finance that unlocks potential of professionals
- Pinpointing opportunities to replace non-essential tasks with automated processes
- Enhanced reporting capabilities that bolster decision-making with deeper insights
- Financial practices that integrate with business objectives and expansion goals
- Digital-first approach embedded in the development of financial services
- Endorsement from finance leadership team, ensuring alignment and support
- Clear directives for cultivating financial expertise and developing professional talent

# Digital Finance – tools and methods



## Tools and methods

The traditional finance month-end procedures are cumbersome and outdated, lagging behind the pace of decision-making. We propel our clients into the future by automating the mundane and repetitive aspects of transaction processing and report generation. This strategic shift empowers finance teams to transcend basic functions and deliver meaningful, decision-shaping insights, thereby transforming the traditional finance model into a more efficient and value-driven hierarchy.

We guide clients through a thorough evaluation of their current financial operations' maturity. Our framework stratifies maturity into five distinct stages—Base, Evolving, Performing, Optimised, and Next Gen—each characterized by progressively advanced integration of technology and digital practices. This detailed analysis facilitates our clients in charting a clear and feasible path toward a visionary future state, crafting an advanced operating model, and substantiating the imperative for change



Upon establishing a forward-looking strategy, vision, and operating model, we construct a comprehensive roadmap to navigate the transformation journey. This roadmap prioritizes freeing up resources by automating immediate, routine tasks, while setting sights on sustained digitisation and the cultivation of talent. Our hands-on support in implementation marries deep experience in finance transformation with the power of intelligent automation, insightful data analytics, and tech-driven change management.

Our cadre of tech experts is committed to equipping client finance teams with advanced capabilities, including but not limited to sophisticated data analysis, cloud-based solutions, automation techniques, and the acumen to harness emerging technologies.

# Digital Finance – our experience



## **FTSE250 Property Company** **Finance Vision and Roadmap**

### **Client situation**

Ahead of a significant growth in the number of properties being developed and managed, the client wanted to evaluate a vision and roadmap for Finance, to include how to digitise and free up manual capacity

### **What we did**

- Applied our digital finance maturity framework to create a baseline of finance
- Established a future state through engagement across finance and customers
- Developed a refreshed vision for finance, underpinned by 5 pillars
- Established a roadmap for change
- Established finance system requirements
- Developed a detailed implementation plan
- Supported the playback to finance and business stakeholders

### **Benefits and outcomes**

Enabled the finance leadership team to set their medium-term vision and ambition, supported by a pragmatic roadmap of change. Future operating model designed around digital and technology investment

## **European Vetcare Group** **Finance Transformation and Automation**

### **Client situation**

Following significant growth through recent European acquisitions; Finance and technology departments were inhibiting organisational efficiency due to high FTE, cost base as well as inefficient and inconsistent processes

### **What we did**

- An initial assessment of the finance function and technology was completed, with a specific emphasis on long term organisational design and short-term initiatives to drive better controls and efficiency
- Short-term: core finance processes were re-designed and RPA implemented to automate manual work in OTC, R2R, bank reconciliations and various data flows between distributed locations and back-office systems
- Finance system requirements were captured and the market engaged for a replacement

### **Benefits and outcomes**

Automation benefits included: in OTC process, delivered in 2 months, ROI of 200%, better and more regular view of data from veterinary clinics, increase in data quality, improved month end process, better cash control

## **PE backed FMCG Company** **Finance Integration and Automation**

### **Client situation**

Following a period of acquisitive growth, this PE backed FMCG company faced a serious impact due to COVID-19 and had to integrate Finance and ERP technology whilst protecting cashflow and profitability

### **What we did**

- Assessed the existing finance capabilities across the two legacy businesses
- Utilised our digital finance maturity framework to set the future operating model
- Developed a full integration plan for finance
- Identified use cases for automation across O2C and P2P, developed business cases and built 6 automations to improve efficiency
- Developed an integration plan for finance and operations ERP onto a single instance
- Programme managed the technology integration, led data migration and cut-over

### **Benefits and outcomes**

New finance operating model, with cost base lower by 46%, scaled processes. Finance and ERP cut-over to single system completed, enabling simpler and more consistent process



# Commercials and Contact



## Pricing

Please refer to our Pricing document which includes the Skills Framework for the Information Age rate card, where details of our pricing and rates can be found. All quoted rates are in GBP and exclude VAT at the prevailing rate

## Onboarding and off-boarding

Prior to the execution of the Order, the Supplier and the Buyer will agree the scope of the exit plan for the Services and a timescale for delivering an exit plan to ensure continuity of service

embracent shall undertake on-boarding and off-boarding activities agreed within the Order Form and an exit plan in line with the Call-Off Contract terms which will be charged for in accordance with the Pricing section for this service

## Terms and Conditions

Please refer to our Terms and Conditions document for our G-Cloud services, which can be found on each Services page on the G-Cloud website <https://www.digitalmarketplace.service.gov.uk/>

## Contact details



embracent.com



GCloud@embracent.com



+44 (0)20 3787 4808



18 King Williams Street, London EC4N 7BP