



Fotheringham Associates

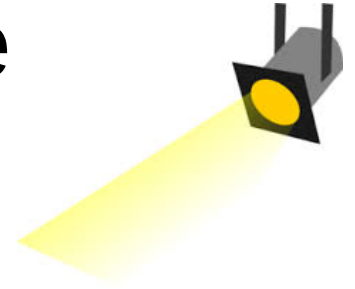
Business Design Service

G-Cloud 14





Business Design Service



Highlights

- Access to skills to meet either a specific short term need or to help establish a long term competency within your organisation
- Our services are formed of a number of features, which are grouped into three stages: Ambition, Solution & Implementation
- The services can help you whether you are working at an enterprise, a programme or project level of change
- The Business Design service can be used alone or alongside our fully aligned Technology Design service to provide comprehensive support for your change programme
- You can buy straight from the G-Cloud framework with published prices and standard terms and conditions



Business Design scope

Business Design		
Ambition	Solution	Implementation
- Business strategy review - Current operating model review - Transformation opportunities via Cloud and Digital - Business case review - Business impact of digital & cloud change	- Target operating model definition (TOM) - Customer journey - Change governance - Sourcing strategy - Impact of Cloud on the ICT service	- Business design assurance - Programme or project critical friend review
ICT application landscape review	- Architecture roadmap, migration & consolidation - Digital, Cloud service & technology selection - Technology (including Cloud) business case	- ICT transition planning & management - ICT change governance - Cloud integration design - Programme or project architecture review - Development & coaching of in-house staff
	Technology Design	



Business Design Service

How it works?

- You consider the features within the Business Design service and find the closest fit. Contact us if you need assistance, or if you think you require an approach that combines a number of features.
- Our projects are usually measured in days or weeks depending upon the scope and challenge. The nature of the work does also allow for us to engage on a hourly basis on an agreed programme of work. Where you require a longer term resourcing option this can be arranged to meet specific need.
- We use standard terms and conditions from G-Cloud, and our rates are shown in the SFIA rate card. Note that the level of resource required will depend upon the scope and type of work



Business Design Service

What do we deliver?

- This depends on the capability that you require. Typically it can be a series of models, processes, papers or a just experienced resource onsite.
- All output is yours and we ensure that it is constructed in a way that allows you to continue using the artefacts after we leave. Knowledge transfer will be built into the delivery.
- Our goal is to deliver the service you need to enable your change.





Fotheringham Associates

Business Design Service

Overview





Business Design Service

Ambition

Business strategy review

We will use a technique based on the strategy maps and the business model canvas to articulate your value propositions and then check that you have the correct enablers in place to realise the revenue and cost targets that you expect. This is ideal for exploring the creation of shared services.

Current operating model review

Using industry standard techniques we can review your current operating model against your stated strategy and objectives to assess the scale of change required

Transformation opportunities

Based upon an understanding of your current operating model we can define the transformation opportunities and benefits that adopting Cloud computing options or embracing digital technologies could bring to your organisation

Business case review

We can review your business cases and provide feedback on whether the expected target is likely to be achievable and to provide remediation recommendations to create a more sustainable business case.

Business impact of cloud solutions

We can outline the changes required your business that will be necessary to successfully access the benefits of cloud solutions. New roles, responsibilities, skills, integration and organisational change maybe required.





Business Design Service Solution

Target operating model (TOM)

We will use a series of business architecture techniques to define the target state of your operations at a Service, Directorate or Organisational level.

Customer journey

We can help you understand and improve end to end customer journeys as an input into your digital and business transformation

Change governance

We can design a governance process that spans the enterprise landscape, programme or project scope. The process will implement a business design authority activity that is both pragmatic and practical to ensure that the delivery of change follows the agreed path

Sourcing Strategy

We can help define the best way of accessing the business and technology elements needed to deliver your change. This includes consideration of cloud and outsourced services.

Impact of Cloud on the ICT service

The ICT service will need to evolve to work with and help manage cloud solutions being added to the technology landscape. We will help build a new operating model (TOM) for your ICT service.





Business Design Service

Implementation

Business design assurance

Building upon the change governance process we can provide a facilitation and management service, chairing or mentoring to ensure that your business design authority activity is executed effectively

Programme or project critical friend review

We can review your programme, project or cloud migration at any stage of the lifecycle, whether you are using waterfall or an agile approach. We can test whether progress, approach or decision making is optimal and suggest adjustments that can be made to improve performance. We can provide facilitation and management services, chairing or mentoring to assist with the implementation of the identified improvements.





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Business Design Service

Company Introduction





Company introduction

Crown
Commercial
Service
Supplier

About Us

- Established for 9 years, appointed to G-Cloud 5 to 12
- We provide business and IT advisory services by working alongside, collaborating with and mentoring your staff
- We operate an 'associate' model, using a network of known, trusted experienced consultants
 - 25+ associate consultants
 - 5 associated companies that can provide software delivery, consulting and hosting services
- Our team has significant experience of Central & Local Government, NHS and other public sector bodies in addition to in-depth knowledge of private sector businesses



Company introduction – Sample Client List



London Borough: Definition of the Council Enterprise Architecture and the creation of an architecture function in support of the business transformation



Unitary Authority: Definition of transformation roadmap, major ICT procurements, creation and management of Council architecture function, design authority and supplier management.



Driver & Vehicle
Standards
Agency

Government Agency: Provision of business design and enterprise architecture support to create business architecture definition, business architecture strategy and development of in-house capability



LEAP - Big Lottery funded programme: Analysis of intervention services and creation of strategic roadmap





Company introduction – Sample Client List



European payments company: Development of operating models, digital channel architecture development, innovation process development, corporate IT strategy and architecture team development



Business strategy product vendor: Definition of new product architecture, roadmap, technology selection and recruitment and oversight of development team



Local Government Organisation: Delivery of enterprise architecture services and management of G-Cloud procurement feedback event & subsequent report for the Cabinet Office.



Open Source software business: Consultancy to create value propositions, strategic direction roadmaps and Go To Market support





Fotheringham Associates

Business Design Service

Delivery Associates





Delivery Associates

- Whilst we use an associate model to deliver engagements, Fotheringham Associates retain full accountability and will provide account management support for the duration of your project
- The associates that we use are well known to us and are individuals and organisations that we have successfully worked with before
- In line with G-Cloud framework requirements we have listed the most likely associate organisations that maybe used to deliver capabilities as part of our service:
 - Clymol Technologies Ltd
 - East Barn Consulting Ltd