

BUSINESS CASE DEVELOPMENT

SERVICE DEFINITION
G-CLOUD 15



TALIAN



SERVICE OVERVIEW

TALAN

Developing a successful Business Case is one of the most important elements of a project or programme - a well-written and structured Business Case helps realise an organisation's ambitions, supports the spending and investment decisions required, and provides a platform for project success.

Talan has a deep understanding of UK Government's 5-Case Business Case Model and the Green Book methodology that underpins it. We have experienced professionals that can support you through the whole Business Case development lifecycle, from strategic policy development, to supporting the development and appraisal of options, to assessing affordability, deliverability and value for money of a preferred option, and preparing for and procuring the solution.

We have created a **Business Case: Development Framework** that brings together the published guidance, our methods, tools and techniques, established using our own research and validated through the delivery of many complex and varied public and private sector business cases. This Framework ensures we collaborate with you on the things that matter for the stage of the lifecycle of the project or programme.

Our approach is to put ourselves at the centre of Business Case production and employ a structured process, utilising targeted workshops, facilitated stakeholder engagement and focussed collaboration with key stakeholders, all in a very efficient way. We bring together the right people at the right time to ensure the right content is developed.

**WE KNOW
EVERY CLIENT
IS UNIQUE**



TALAN

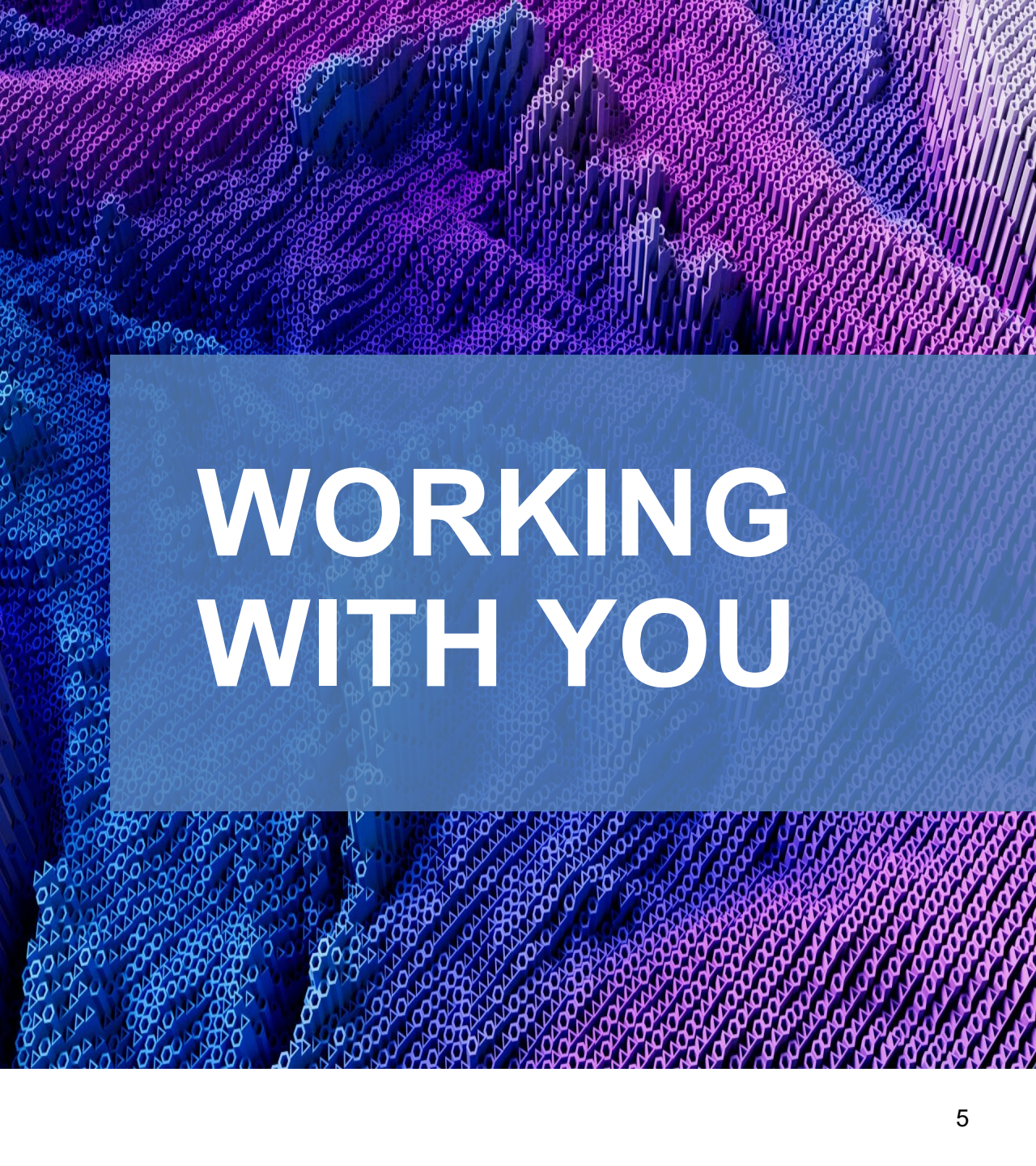
We put ourselves at the heart of your Business Case production, drawing on your experienced stakeholders and staff only as necessary. The way we produce the necessary content and assessments that support your business case is to implement a mixture of formal and informal interactions with you.

The first type of interaction is in respect of your key staff and stakeholders. This type of interaction is a two-way heavily focussed process and may include: facilitated workshops to elicit specific data, detail and/or decisions; individual or small-group structured conversations to confirm our findings, test our assumptions and/or report back on some of the key developed elements of the business case; collaborative sessions with senior stakeholders and/or key approvers (internal and external) to establish the approval trajectory and the key components that need to be included and/or considered.

The next type of interaction is at a working level with staff close to the project and who understand the project landscape and available information. This type of interaction is generally one-way (data gathering) and will be more general. We will work with your teams to understand the existing available data, the available policy material and any other project specific information that may support the development of the Business Case. We will do this via structured questions and requests, using both formal and informal techniques.

The third type of interaction is reporting back and undertaking check-in activities to demonstrate progress, plan the upcoming activities and interactions and, where appropriate, confirm the direction of travel.

Other ad hoc interactions may include examples such as: support to senior stakeholders reporting on progress; input to governance / approval meetings; facilitated presentations provided to non-subject matter experts to understand key elements of the Business Case.



WORKING WITH YOU

SERVICE FEATURES

TALAN

SERVICE FEATURES

- HMT Green Book and Five-Case Model compliant business cases
- Complete support for the full range of Business Case types
- Structured, but flexible business case development processes,
- Development Framework and Toolkit provides tools, templates, techniques, data libraries
- Options Development Framework to deliver: longlist; short-list; preferred option
- Economic analysis, Financial modelling and commercial support
- Governance and approval support and reporting for key stakeholders
- Training for client staff, focussed on knowledge transfer, skills development
- Business Case Review and Assurance Services
- Experienced Business Case specialists



SERVICE BENEFITS

TALAN

SERVICE BENEFITS

- Tailored approach aligned to business needs, challenges, capabilities, and capacity
- BCDF/Toolkit accelerates Business Case, minimising stakeholder engagement and effort
- Sound investment decisions and a higher likelihood of project success
- Business Cases are compliant with HMT requirements
- Enhanced reputation with external approvers
- Flexibility: single Case to full Business Case production
- Skills and knowledge transfer, capability development, empowerment of your teams
- Broad range of knowledge and experience across the public sector
- Remote, in-person or hybrid models available
- Access to a global pool of subject matter domain expertise

A woman with dark hair tied back, wearing glasses and a dark jacket, is looking upwards and to the right. She is in a server room, with rows of server racks visible in the background. The racks are filled with blue and white lights, creating a bokeh effect. A semi-transparent purple rectangle is overlaid on the left side of the image, containing the text 'WHY TALAN?'.

**WHY
TALAN?**

TALAN

Who we are

We **accelerate** the transformative impact of **Data & AI** through integrated business consulting and technology

Consulting

Shaping business ambition, from strategic vision to transformation agenda

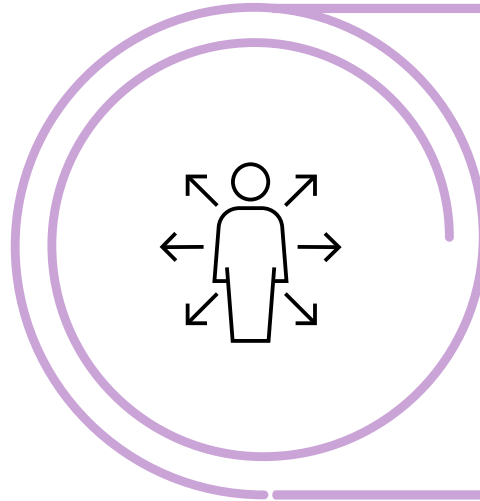
Data & AI

Enabling business models by turning data into intelligence

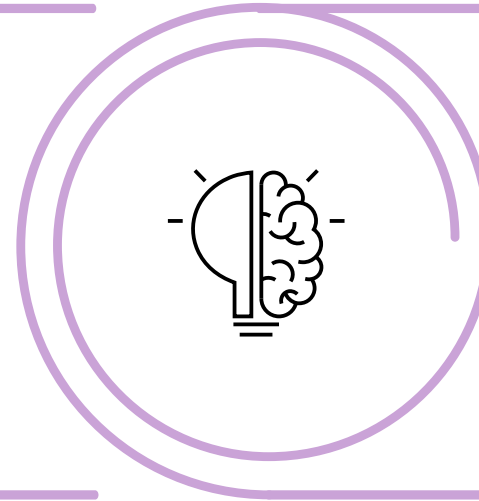
Technology

Building the foundations to scale solutions & processes

Why we're different



**Client-centric
approach
for business
impact**



**Innovation
partner, with
World-class Data
& AI assets and
talents**



**Deep
expertise in
selected
industries**

Why we're different

We adopt a client-centric approach, always prioritizing measurable business impact

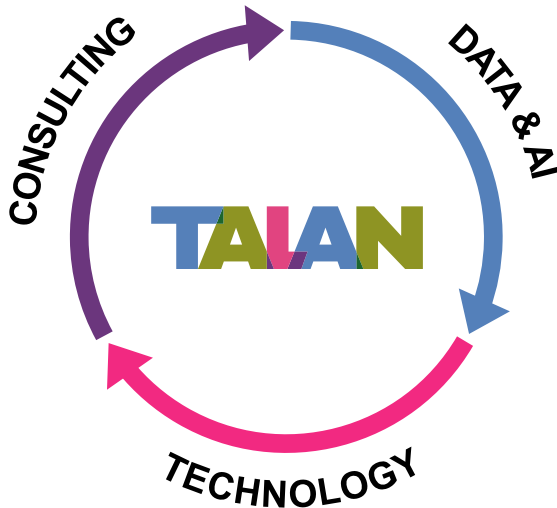
Our commitments to our clients

Acceleration you can measure

From strategic consulting to transformation and technology, we commit to deliver impact at scale

The right experts for every discussion

Your Talan project team combines industry experts, data scientists and technologists from across our global teams



We lead with innovation

100+ million	1st
Smart meters installed in 5 countries	Crypto-trading platforms deployed in France
10,000 hours	+18%
# of hours saved through Agentic AI in a large food company	customer retention via AI-powered churn prediction in Insurance company

Deep industry expertise built on our client partnerships

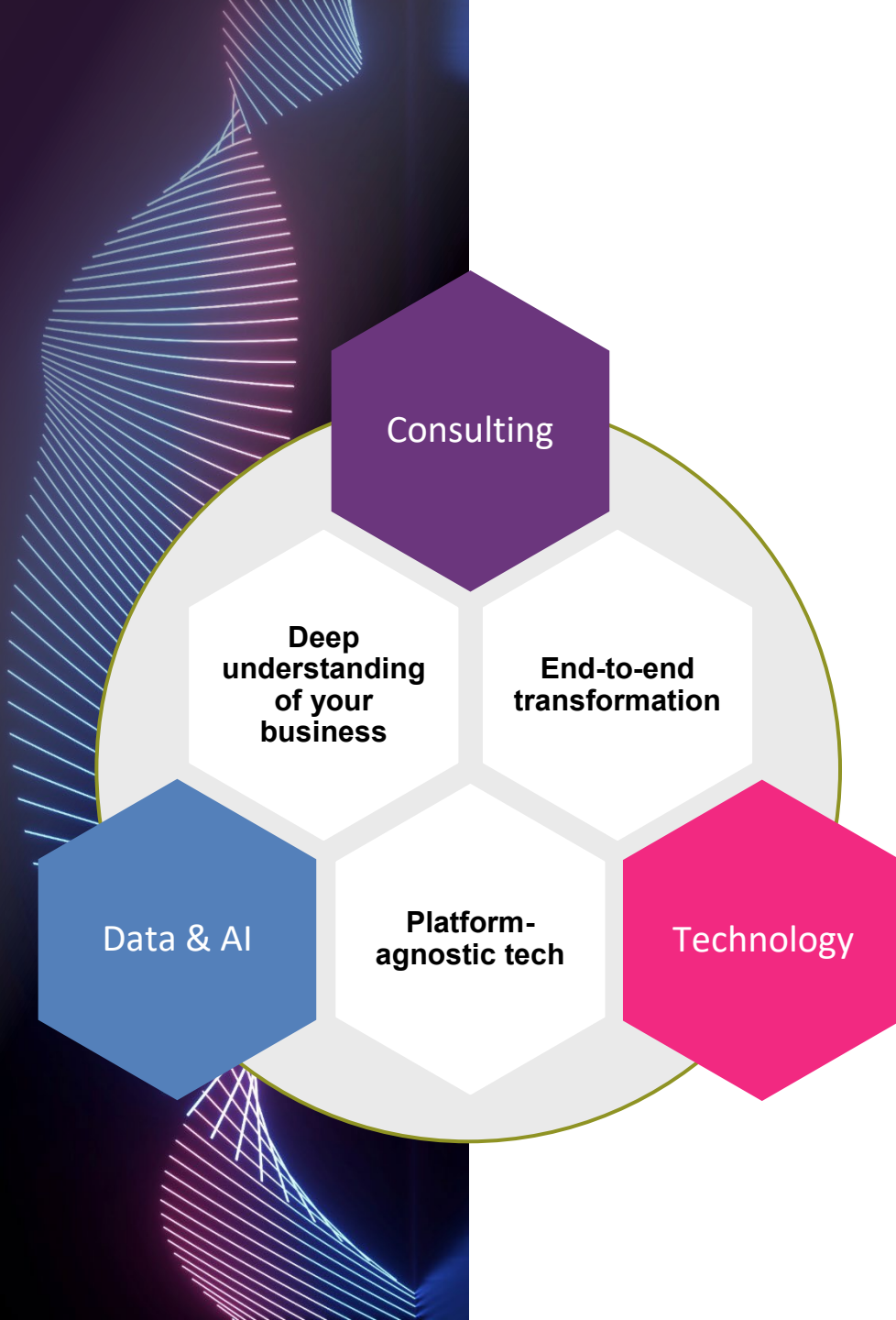
Financial Services	Transport & Logistics	Energy & Utilities	Public Sector
 NatWest	 SNCF	 Northern Ireland Electricity Networks	 National Cyber Security Centre
 BNP PARIBAS	 RATP	 SEC Smart Energy Code	 Department for Energy Security & Net Zero
 BARCLAYS	 NetworkRail	 recco	 CRU
 Santander	 ABP KEEPING BRITAIN TRADING	 edf	 Department for Transport

+10	91%
years relationships with our top clients	satisfaction



The Talan way

We combine our end-to-end capabilities to accelerate your transformation



Consulting

Strategy consulting

Data-driven marketing & sales strategy

Corporate finance performance & capital efficiency

Process performance in critical **operations**

Complex transformation acceleration

Transformation governance (PMO) and org alignment

Low-carbon strategy & execution

Data & AI

AI transformation acceleration for enterprise-scale impact (pilot-to-scale)

- Data & AI strategy, governance, observability and infrastructure
- Agentic AI architecture & orchestration
- Data & AI platforms design & integration

Data & AI applications

- Analytics & business intelligence, incl. location intelligence
- Data pipeline & open data
- Content, Knowledge, and IP management

Technology

AI-powered business solutions

- ERP, CRM and other platform integration

Cloud

- Cloud re-platforming
- IT/Cloud spend optimization

Digital application services

- CIO advisory and E2E program support
- Micro-applications factories
- AI-based digital factory
- AI-accelerated legacy code modernization

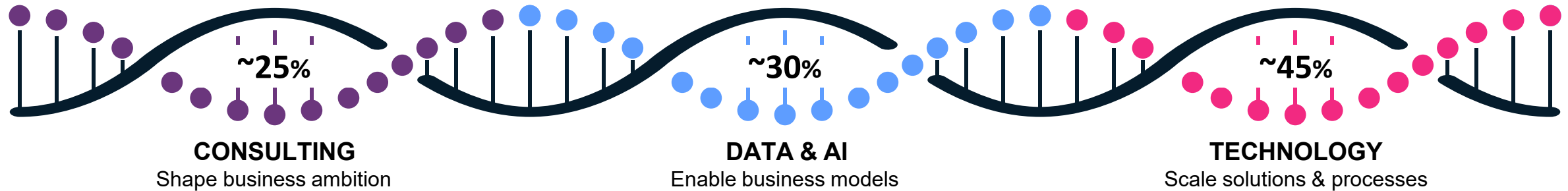
We are tech-agnostic and can leverage any of our AI, Cloud and Technology partners

AI & DATA	zeenea databricks snowflake Collibra Palantir DataGalaxy dbt dataiku OpenAI MISTRAL AI deepseek InstaDeep™ CURSOR			
CLOUD & INFRA	Microsoft Azure OVHcloud Google Cloud aws ORACLE Cloud Infrastructure	TAIAN	ERP, CRM & BUSINESS PLATFORMS	salesforce SAP ORACLE Cloud ERP IFS
PROCESS AUTOMATION & RPA	UiPath nintex tervene		CYBERSECURITY	yubico Red Hat
DEVOPS & COLLABORATION	GitHub GitLab ATLASSIAN Powell 365			

We combine Consulting, Data & AI, and Technology expertise for end-to-end delivery

We accelerate the transformative impact of Data & AI through integrated business consulting and technology

End-to-end capabilities



Unique differentiators

Pragmatic approach for business impact

- All Top 20 customers with Talan for 3+ years and served across all Business Lines
- 91% of clients satisfied with performance of delivered solutions
- Project teams combining global experts across service lines ; senior management directly involved and accountable for project success

World-class AI & Data assets and talents

- 2,500+ data / IA experts developing client projects and Talan IP
- R&I lab dedicated to fundamental and applied research
- 40 peer-reviewed research papers published
- 10+ productized IP-backed assets

Deep industry expertise and specialist focus

- 60% of revenue in 4 priority industries: Financial Services, Energy & Utilities, Transport & Logistics, and Retail & Luxury
- 20+ years average experience of our 3,000 industry and functional experts
- 100% of our IP-backed assets dedicated to a single industry or function



Thank You

TALAN

FOR MORE INFORMATION
PLEASE CONTACT

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