

# CULTURE AND GOVERNANCE

SERVICE DEFINITION  
G-CLOUD 15



TALIAN



# SERVICE OVERVIEW

**TALAN**

Talan's believes an embedded digital culture is fundamental to the success of organisations and institutions in world driven by technological advancements. A successful and embedded digital culture and governance requires an organisation to create attitudes and behaviours that embrace technology, place technology at the heart of operational processes and data driven decision-making and encourages innovation in the use of technology.

The key areas that Talan would cover include:

- Board level commitment: Board members setting the digital vision and strategy and showing clear commitment in their actions and behaviours to endorse it.
- Client-centric approach: placing the needs of the customer/client central to the digital strategy – it must be about enhancing the end-user service.
- Digital First mindset: Encourage employees to think 'digital first' in solving problems, executing operations and decision-making.
- Data-driven decision making: Developing frameworks that places the use of data at the heart of decision-making.
- Technology as an enabler: Encouraging the use of technology, tools and applications to digitalise operations and processes.
- Managing change: Developing a clear communication and training plan that seeks to address and challenge negative behaviours and underpins with robust training to upskill employees.
- Governance & compliance: Ensuring the digital change programme is aligned with governance and compliance obligations to maximise cyber security and data privacy.

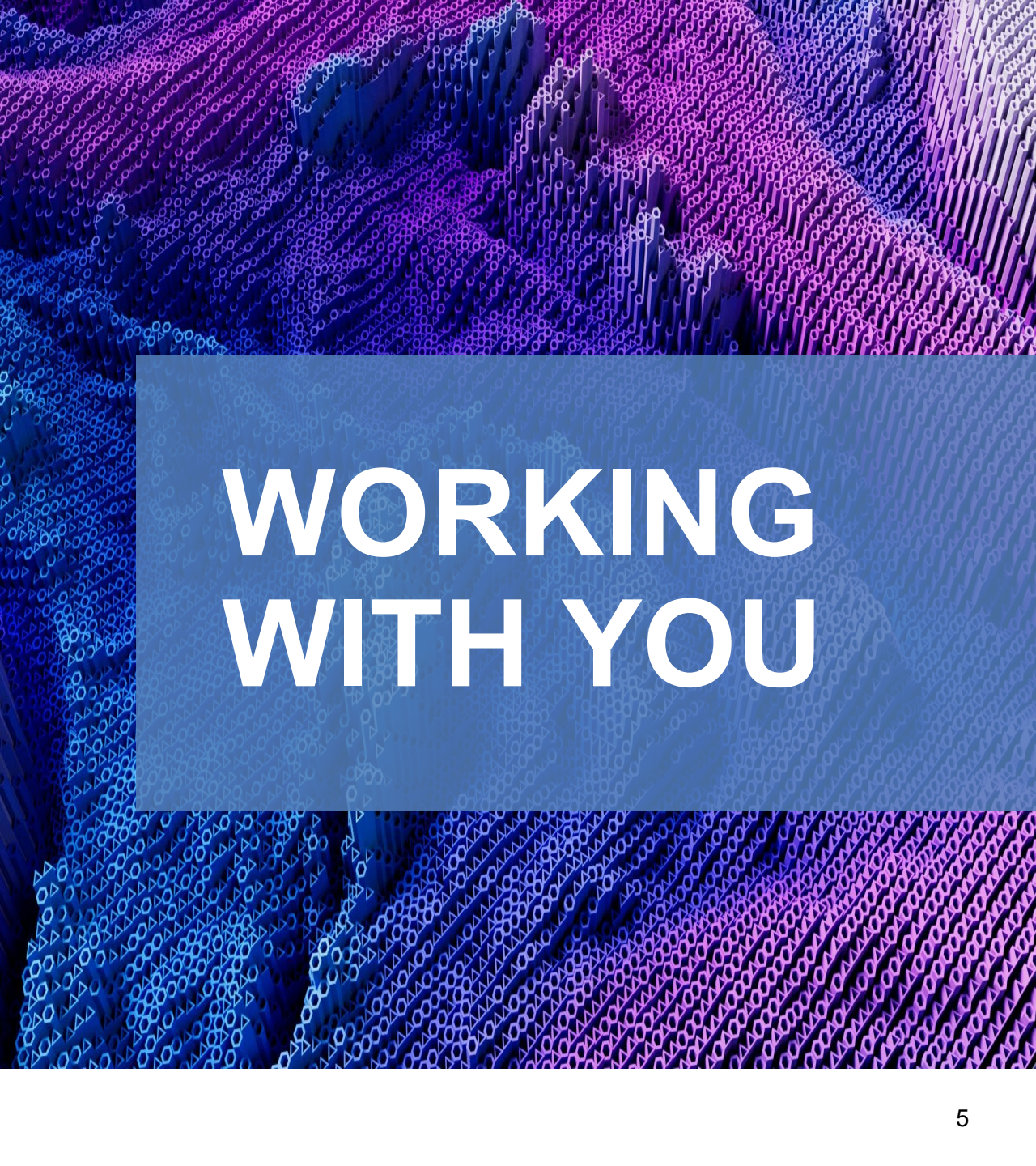
**WE KNOW  
EVERY CLIENT  
IS UNIQUE**



**TALAN**

At Talan we are experts in digital transformation. Our years of expertise has enabled us to build bespoke tools and methodologies we adapt across our Public Sector clients. These include:

- Strategy planning tools: SWOT, PESTLEE and combined with our deep IT and digital expertise, and public sector policy experience.
- Digital Maturity Model: Applying a digital maturity model methodology to determine level of digital maturity, identifying the gaps, and building the basis of a digital transformation roadmap and plan.
- Cloud services: We are experts in cloud computing providers. A key area for any business developing a digital first mindset would be to explore cloud computing platforms to scale their services and leverage innovation.
- Design thinking: Implementing a methodology that aims to integrate people, processes, technology and business drivers. A key focus of this methodology is that it takes a client-centric view i.e. the value and benefit to the end user.
- Project management: Agile project management methodology, and PRINCE 2. Our technology programmes are underpinned by exceptional project management methodology and form the foundation for successful delivery.
- Collaboration platforms: Teams, SharePoint, Egress, Iron Mountain. We retain expertise across a broad range of collaboration platforms to meet the requirement of our clients, and with security of information and access control, as the highest priorities.
- Governance, Risk and Compliance: Leveraging tools, including OneTrust as GRC platforms to improve and enhance the efficiency of compliance and ongoing management.



# WORKING WITH YOU

# SERVICE FEATURES

**TALAN**

# SERVICE FEATURES

- Expert understanding of policy and governance in designing
- Investment in our staff
- Innovation to bring the latest thinking and trends
- Deep expertise in cyber security and privacy
- Tried and tested methodologies, tools and techniques
- Sector expertise across the globe
- Always operate within the same time zone as our clients



# SERVICE BENEFITS

# TAIAN

# SERVICE BENEFITS

- Digital driven culture, maximising the technology to deliver competitive advantage
- Providing great value and potentially expanding the vectors of engagement
- Better decision-making through adoption of digital tools
- Our technology provides for quicker and responsive scalability
- Increasing innovation through the use of technology and data
- Sustainability through increased operational efficiency
- Risk management and mitigation of vulnerabilities and security incidents
- Collaboration across the workforce, and sharing of information and ideas

A woman with dark hair tied back, wearing glasses and a dark jacket, is looking upwards with a focused expression. She is in a server room, with rows of server racks visible in the background. The racks are illuminated 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

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

## Consulting

Shaping business ambition, from strategic vision to transformation agenda

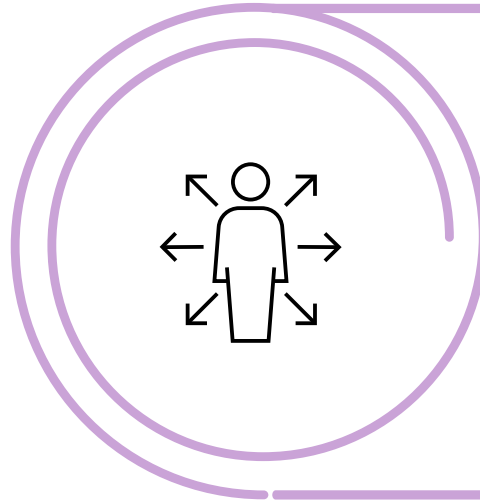
## Data & AI

Enabling business models by turning data into intelligence

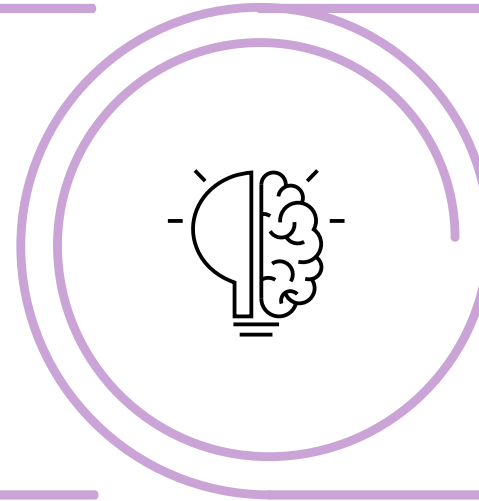
## Technology

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

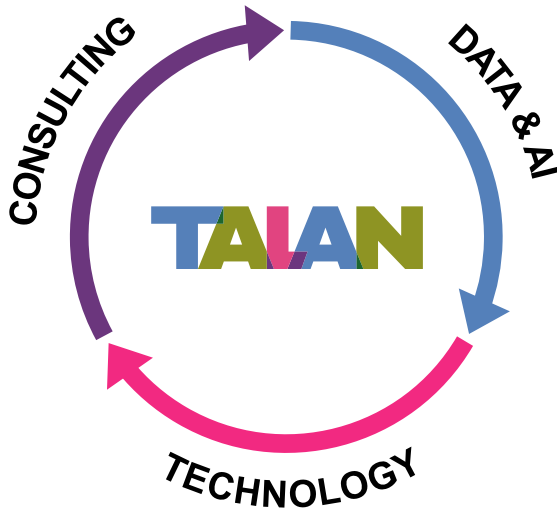
## Our commitments to our clients

### 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

|                                                             |                                                                         |
|-------------------------------------------------------------|-------------------------------------------------------------------------|
| <b>100+ million</b>                                         | <b>1<sup>st</sup></b>                                                   |
| Smart meters installed in 5 countries                       | Crypto-trading platforms deployed in France                             |
| <b>10,000 hours</b>                                         | <b>+18%</b>                                                             |
| # 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

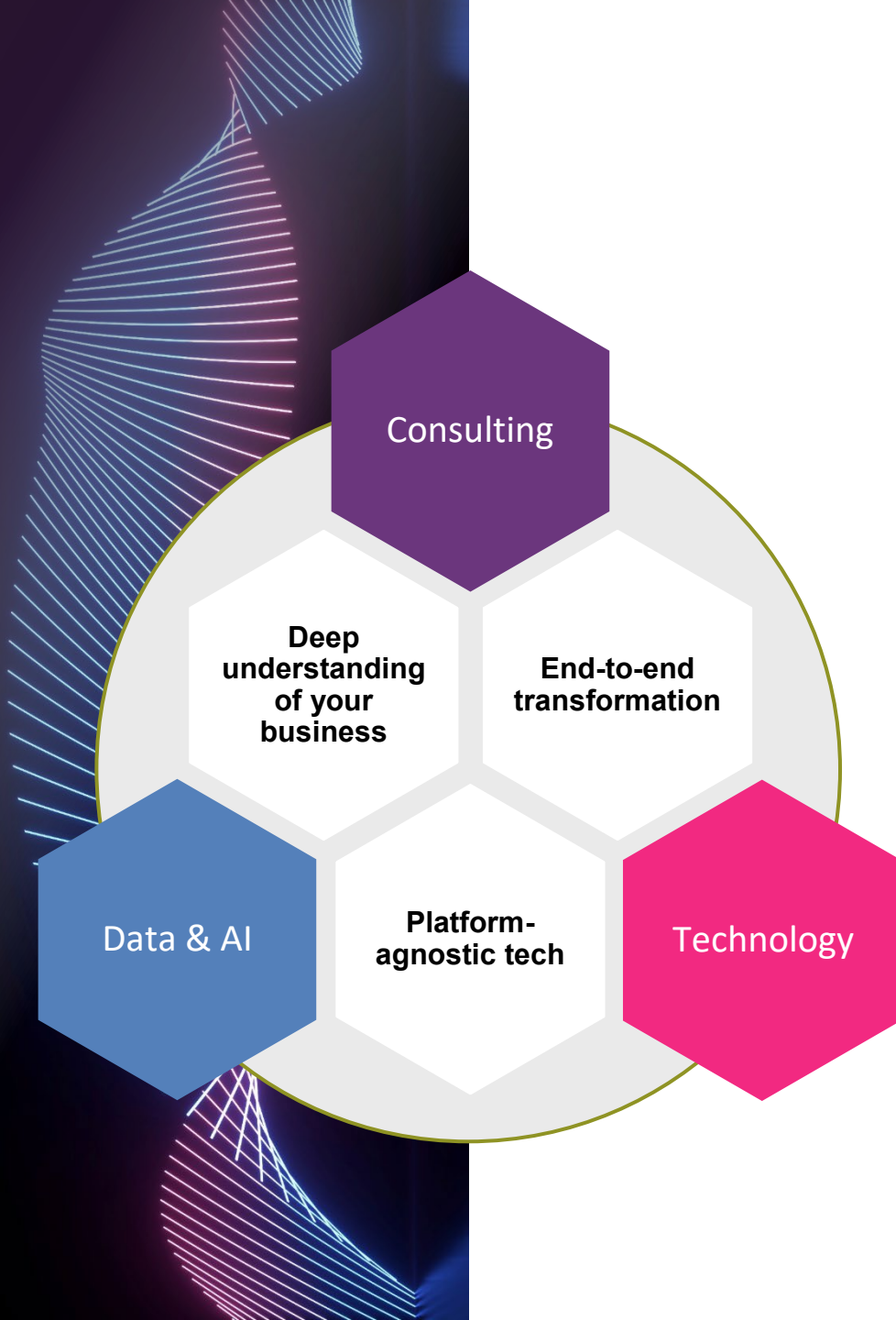
| Financial Services | Transport & Logistics              | Energy & Utilities                        | Public Sector                                 |
|--------------------|------------------------------------|-------------------------------------------|-----------------------------------------------|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

|                                          |              |
|------------------------------------------|--------------|
| <b>+10</b>                               | <b>91%</b>   |
| 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

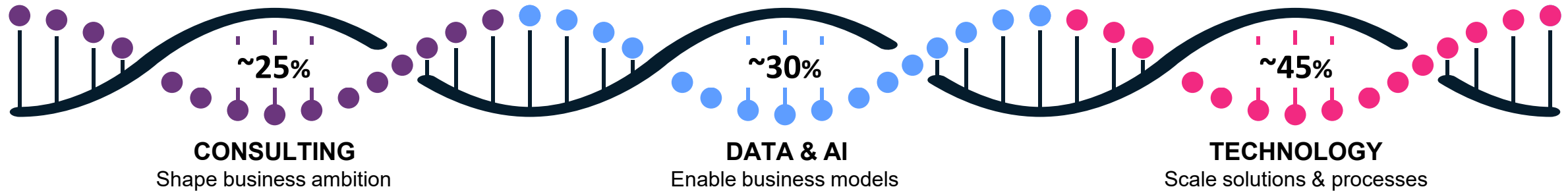
We are tech-agnostic and can leverage any of our AI, Cloud and Technology partners

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

# 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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