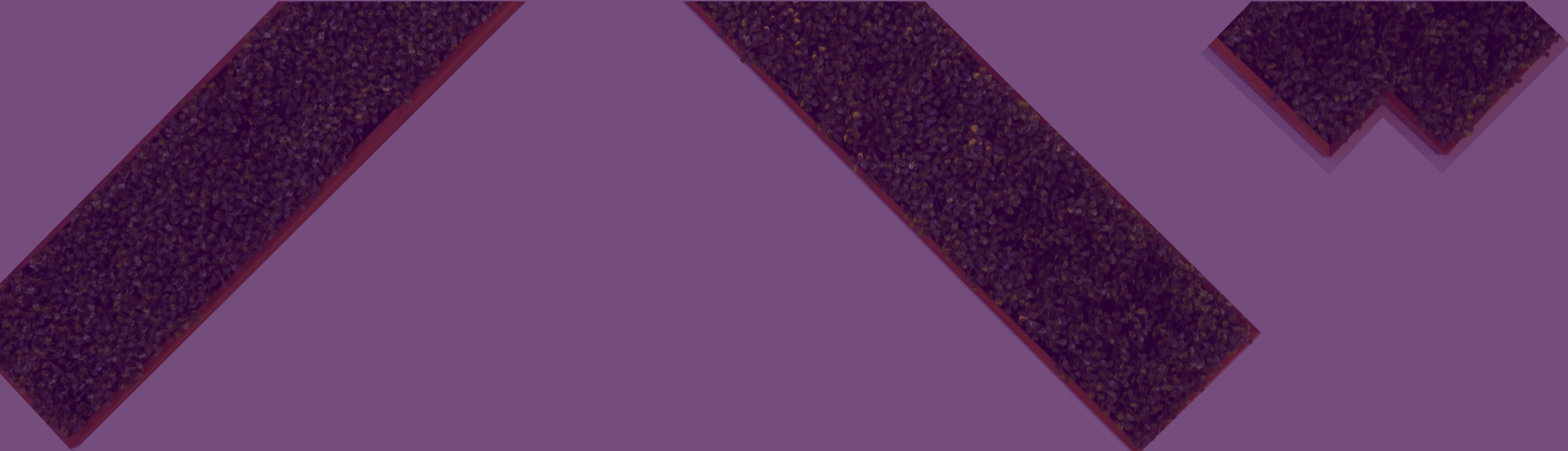


G-CLOUD 15

CoStratify Service Definition Document
Value Discovery

CoStratify



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10+

Associates

£0.5m

Turnover

130+

Projects over
last 7 years

1500+

Stakeholders
met with

ABOUT US

An ethical, client led, technology transformation boutique consultancy.

- North West based
- Formed in early 2019
- Strong ethical consulting mantra
- Aligned to healthcare, local government, housing and charity sectors
- Resource pool of former CIO's, CTO's, Chief Executives and Transformation Directors
- Unique but proven methodology
- People led but with an asset consulting approach

OUR MISSION & VALUES

Our mission and values shapes everything we do, and we live and breath these daily.

Integrity is at the heart of this which means being transparent, engaging without a sales agenda and always being on our clients side.

We're also here to enable others. Not just our internal employees and associates but our partners and clients too.

Finally, we pride ourselves on the quality of the outcomes we create for clients, not just the outputs we provide or the people we put in place.

We believe there are 8 critical success factors that we must achieve as part of any project:

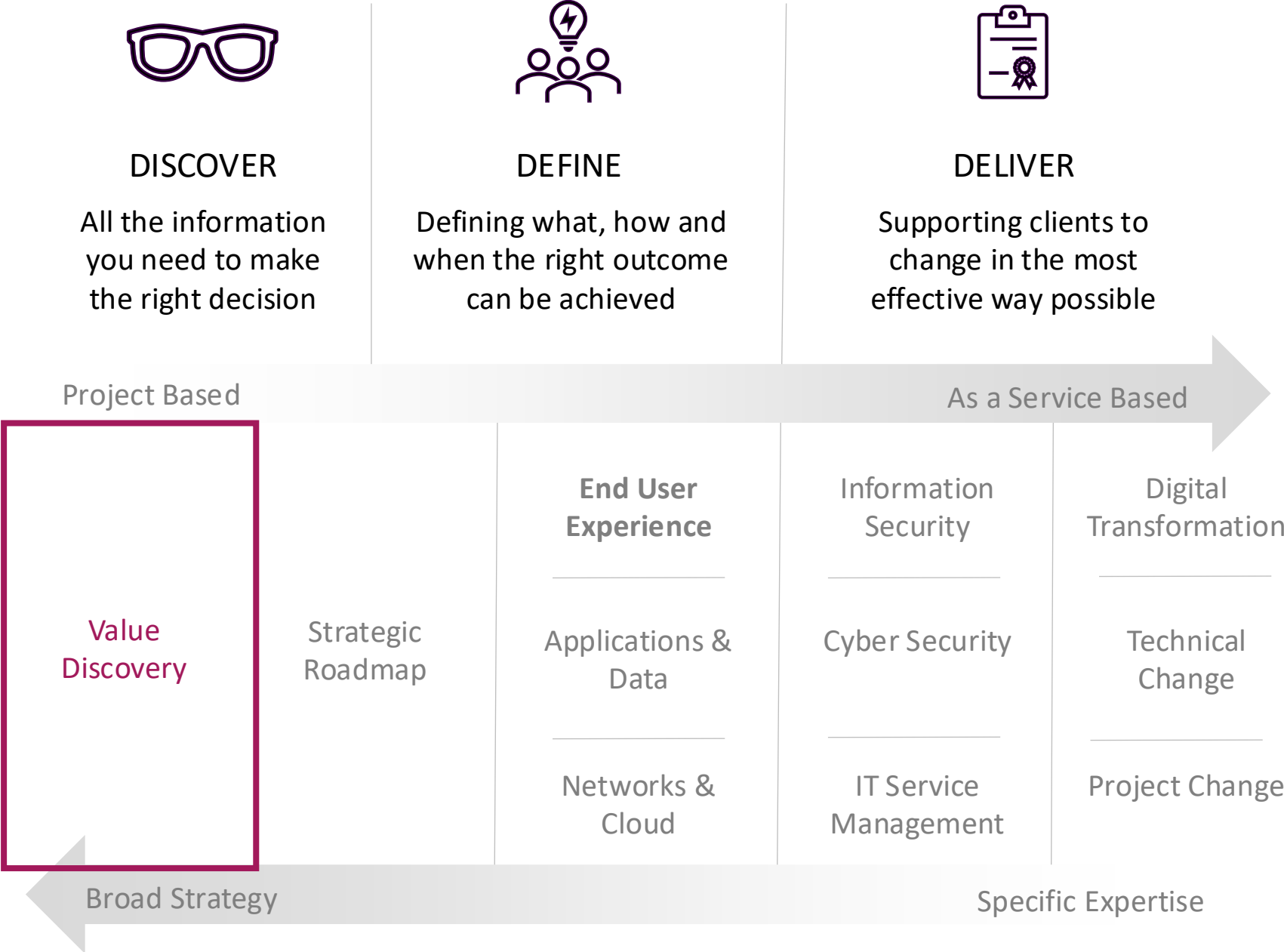
- | | |
|----------------------------|--------------------|
| Find the root cause | Reduce change risk |
| Seek change allies | Align outcomes |
| Identify quality solutions | Remove blockers |
| Communicate complexity | Enable efficiency |

OUR SERVICES

We specialise in enterprise wide value discovery but we know what it takes to deliver true digital transformation.

This is why we have an interconnected set of services ranging from broad discovery, through to specific expertise and guidance services that help navigate the challenges of delivery.

These services also vary between projects and as-a- service offerings. For more information see our GCloud services.



VALUE DISCOVERY

SERVICE OVERVIEW:

A service that provides awareness, knowledge and understanding of the value that IT departments bring to their organisation. Here we perform a number of detailed discovery activities that provides organisations with the means to adjust operations, services and capability to better align to the needs of end users. This discovery is a critical part of our portfolio of offerings. It helps clients quickly form a baseline for change, measuring where an IT team is now and spotting opportunities for improvement so a detailed initiatives roadmap can be planned. We have a very structured approach to value discovery that reduces effort for customers, speeds up outcomes and insights as well as reducing cost and increasing transparency of consultancy services.

Some of the typical activities provided from the value discovery service are:

- Creation of enterprise architecture catalogues and mapping relationships between IT and organisation departments.
- Performing a detailed total cost of ownership of IT based on finance ledgers and real spend.
- Engaging with and surveying end users of the IT service to get to a net promoter score.
- Analysing a wide range of IT functions and services against best practice using our bank of questions and qualitative analysis.

VALUE DISCOVERY

FEATURES:

- Full and detailed total cost of ownership including real 3rd party spend, capital and team (persons role only) costs.
- Detailed discovery through enterprise grade discovery tooling, analysis and population of catalogues.
- Meetings and questionnaires to understand service satisfaction in consuming IT services across the organisation (at all levels).
- Capability mapping and understanding of efficiency, helping to aid IT services and functions in improving the value and quality of outcomes through digital technology.
- Using a proven set of cost models, enterprise architecture artefacts and assessment tools developed over 10+ year period.

BENEFITS:

- Identify opportunities for reduction in cost across the IT service in a transparent way.
- Enable increased value of IT to the organisation without necessarily increasing budget.
- Empower discussions with 3rd parties when negotiating new contracts and increase value.
- Enable robust discussions based on evidence between IT, finance and the organisation to adjust spend based on need and avoid waste.
- Protect digital transformation programmes through IT cost and budget awareness vs capacity analysis and enable realistic outcomes.

ENGAGEMENT APPROACH



- Dedicated account manager from your very first contact through to the end of your project.
- Weekly updates and reporting throughout your project, aligned to your internal reporting cycles.
- Escalation and project change process clearly defined, with feedback incredibly important to us.
- Projects managed by PRINCE II qualified and experienced project managers.
- Projects are delivered by experienced individuals, working to a robust and repeatable process that is proven in the market.
- We provide the option to augment your existing teams, closely collaborating in the delivery of the overall project, should you require this.



“CoStratify are professional, responsive, flexible, and extremely knowledgeable and provided One Manchester Housing with a holistic view of our IT systems, infrastructure, and approach to programme management.”

Nicole Kershaw - CEO
One Manchester Housing





York and Scarborough Teaching Hospitals

NHS Foundation Trust

“Whatever you think your level of IT maturity is, if you want independent and vendor agnostic experts to come in and assess where you are now; and based on where you are, where you need to be and how to get there, these are the guys to help you.”

Dylan Roberts - CDIO
York & Scarborough Teaching Hospitals NHS
Foundation Trust



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