



DIGITAL AND DATA GILTY™

Unlocking value from digital and data

G-Cloud 15 Service Definition Document

1 | ABOUT JCURV

JCURV OVERVIEW

Our mission is to increase the agility of organisations so they can thrive in an increasingly uncertain world



Our clients are a diverse range of industry leaders



INDUSTRY RECOGNITION



BEST TECHNOLOGY CONSULTANT 2024

BEST PEOPLE AND LEADERSHIP CHANGE 2024



News UK



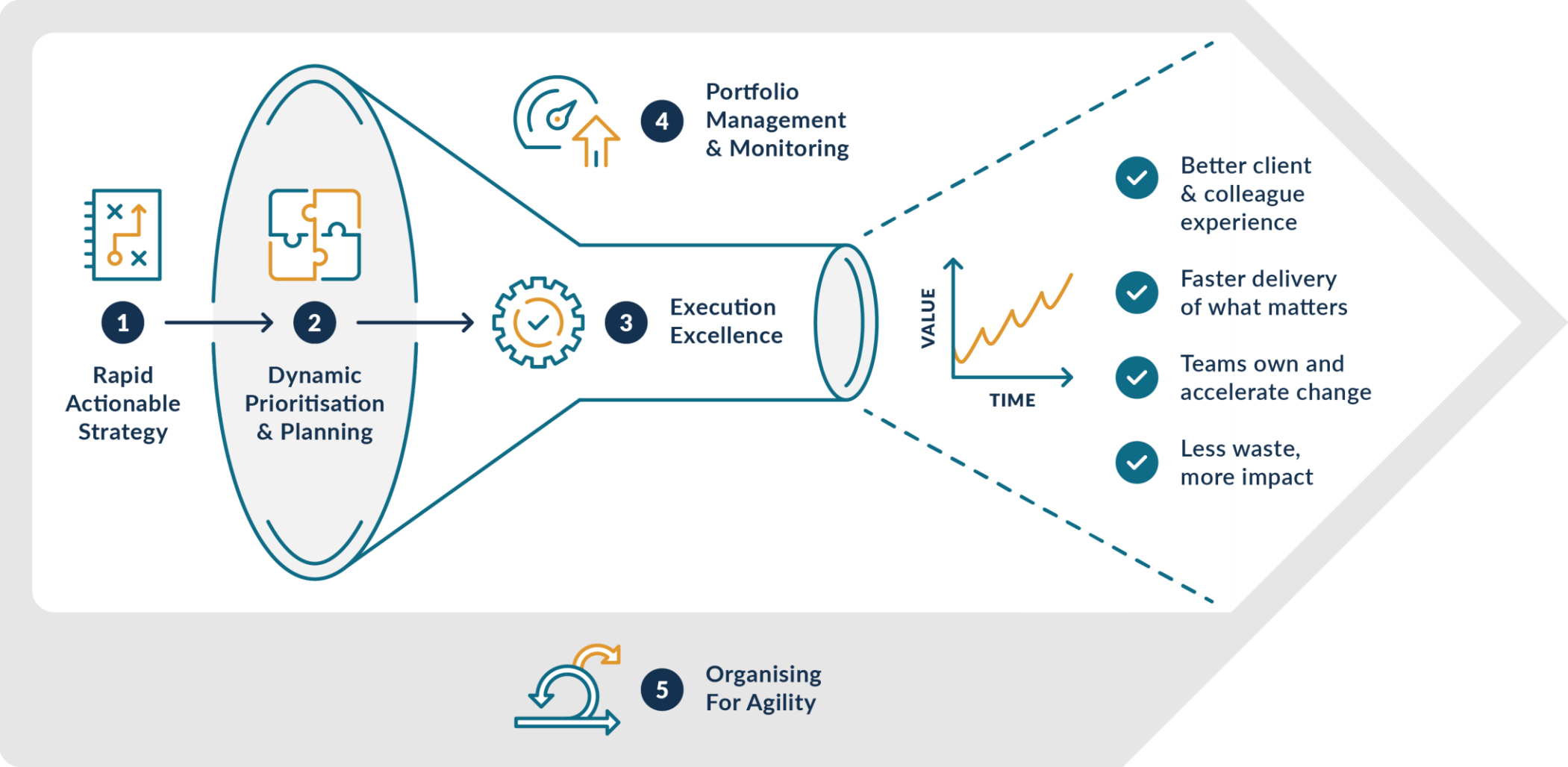
BEST NEW CONSULTANCY



Sainsbury's



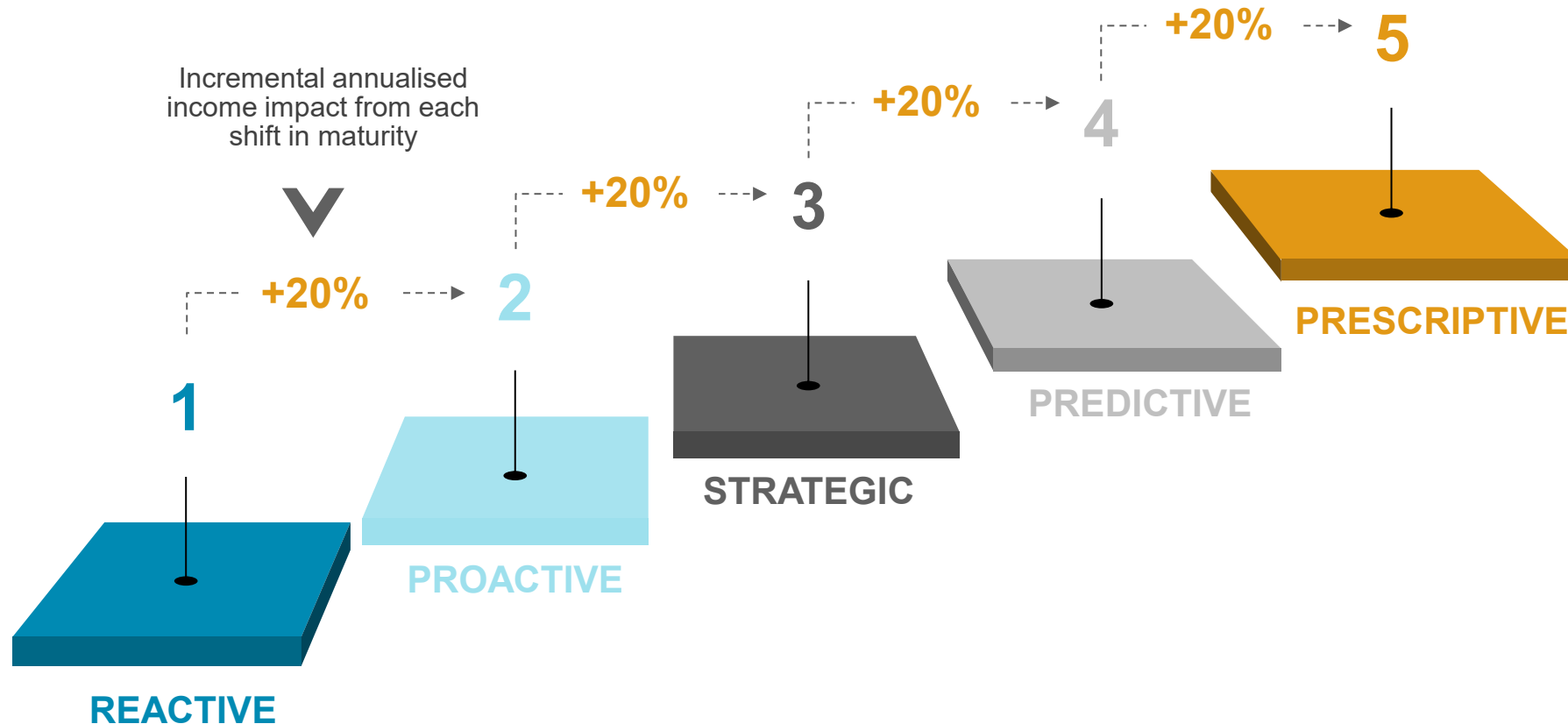
WE HELP EXECUTE YOUR STRATEGY, END-TO-END



2 | DIGITAL AND DATAGILITY™

HELPING OUR CLIENTS MOVE UP THE ANALYTICAL MATURITY MODEL

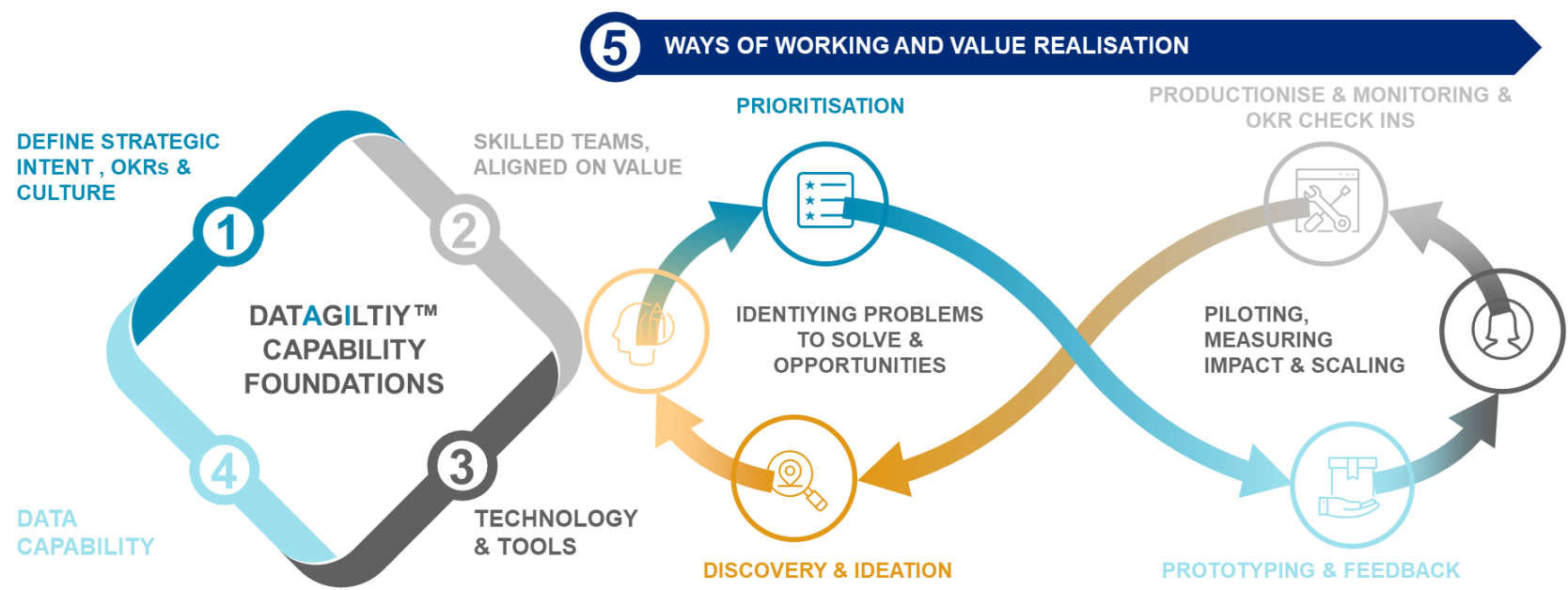
By developing our clients strengthen their data capability they can quickly and sustainably extract greater levels of value from their data



In mature organisations each step in the maturity curve can deliver over 20% annualised income growth.

JCURV'S DATAGILTIY™ FRAMEWORK AND THOUGHT LEADERSHIP

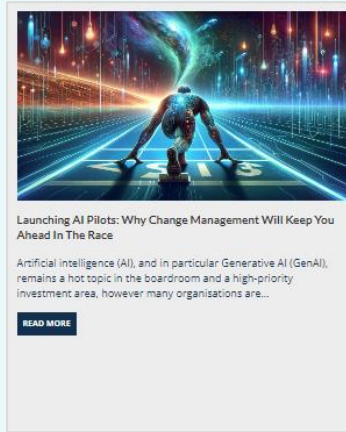
Our bespoke framework looks beyond just the technology aspects of Data and AI to focus on strategic intent, culture, ways of working, and value realisation



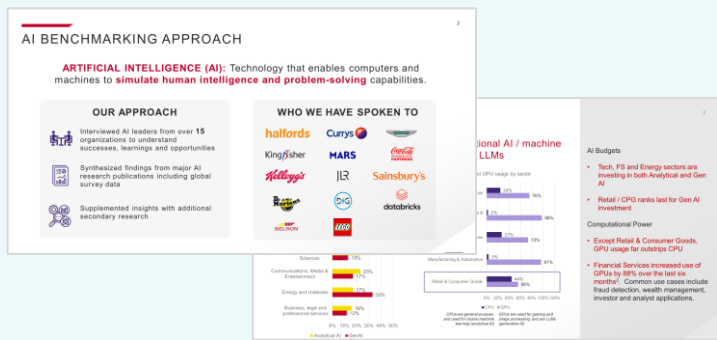
Our Datagility™ framework guides how we help you unlock value from Data and AI.



BEST TECHNOLOGY CONSULTANT 2024
BEST PEOPLE AND LEADERSHIP CHANGE 2024



Read our latest AI Article



Our latest benchmarking highlights how industry leaders are adopting and monetising Data and AI

OVERVIEW OF OUR DIGITAL AND DATA SERVICE

SERVICE FEATURES

- Enable digitalisation of government services through robust Data & Digital Strategy, Target Operating Model and iterative transformation roadmaps using MVP approach
- JCURV DATAGILITY™ Data Maturity Model focuses on end-to-end transformation including Behaviours and Culture, Operating Model, Delivery Methodology, and Data Capability to unlock the value of data
- Strategic alignment workshops for capturing and defining strategic priorities
- Build leading edge data capability with Big data processing platforms, Data pipeline development, Real-time data pipeline production and visualised analytics, Data lake/house development, Data profiling, governance, quality, and lineage
- Business process mapping, customer journeys, backlog prep, epics and feature definition and implementation planning
- Detailed Project costing and benefits estimation, business case preparation and delivery planning
- Iterative implementation of Data & Digital solutions, accelerated using MVP approach, delivering end to end services to cover the delivery lifecycle - strategy, design, build, test and release
- Training, coaching and upskilling of internal staff and leadership, and build a learning platform comprised of documented guides, playbook to support sustainability and Data Literacy.

SERVICE BENEFITS

- Ensure Technology and Data are aligned to overall strategy and focused on driving and enabling business and end user value
- Engage business stakeholders from the outset, quickly moving from 'Concept to a Minimum Viable Product (MVP)' that provides a tangible solution in the early stages
- Better understanding of user needs through design thinking and detailed user research ensuring solutions consider all aspects of a government service
- Operating model with close alignment to stakeholders, by removing silos
- Improved accuracy in cost-benefit analysis, delivering robust business cases
- Build strong digital and data capability with data at the heart of decision making and translate data and insight into actionable strategy
- Adopt a 'test and learn' culture to gain data insights, and to deliver early and often, turning BIG data small
- Improved agility of government services and increased operational efficiency through reduced processing time and increased self-service
- Adaptive delivery approaches anchored by agile ways of working to provide flexibility, iterative outcome delivery, and risk reduction
- Upskill the internal teams, embedding agility and mindset shift across people, process and technology, to make you leading edge and self-sufficient
- Ensure internal teams feel part of the development journey and have their part to play.

3 | WHY JCURV

WHY JCURV

We have an exceptional track record of developing data strategies that are pragmatic, actionable, have internal support and rapidly deliver value

1. Track record of developing value-based data strategies

A global CPG client

Collaborated with exec audience to identify a delivery backlog of **\$80m+**

A retail client

Data business case of **£1bn**, introduced new Op model transforming how data was used across the business

A global CPG client

Led data transformation resulting in delivery velocity increasing by **200%**

2. Unique approach that is engaging, pragmatic and delivers value & learning rapidly

We are able achieve exceptional value for our clients as we apply the following principles in all that we do:



1. Customer and commercial focused:

- We start with the client and business opportunity
- This helps prioritise the critical few things rather than build an academic data strategy that is not fit for purpose for your ambition and size



2. People at the heart of delivery:

- Successful data transformations are about people not data
- Change begins from day 1 of delivery, where we invest time in educating key stakeholders using external insights and good practices to ensure decisions are not constrained
- We develop the strategy in partnership with you, ensuring you have the momentum to drive actions immediately after our work is done



3. Agile approach

- We build cross-functional teams across Commercial, Tech, Data and Operations to ensure we build quality solutions which are compliant with relevant regulations and integrate into your existing risk management frameworks
- We apply a test and learn mindset to encourage a culture of rapid experimentation and ensure sustainability for the long term.

3. Expert team in digital, data strategy and transformation

- Our team have a strong track record of defining and executing digital, data and AI strategies with a passion for making a commercial impact
- Combination of deep data and AI experience with change management skills to ensure our clients understand, are bought in and are mobilised to deliver the strategy
- Passionate about improving the data industry, including Chairing Women in Data.

OUR IMPACT

Our clients have achieved significant benefits from pivoting to product aligned ways of working

40%

MORE PRODUCTIVE

30-70%

FASTER TIME TO MARKET
AND URGENCY

21%

INCREASED ENGAGEMENT

45%

LESS UNUSED FEATURES / MORE
CUSTOMER-CENTRIC

30%

REDUCED RISK

25%

COST SAVINGS

100% of our clients who embarked on a transformation using our approach are sustaining or improving their agile ways of working, leadership and product capability following our engagement.

OUR CLIENTS' WORDS ON WHY THEY SELECTED JCURV AS A PARTNER

DIRECT LINE GROUP

Data transformation / new operating model design and implementation

Chief Data Officer – Nicky Klein



[CLICK HERE](#)



SAINSBURY'S

Data transformation / new operating model design and implementation

Head of Digital and Data – Helen Hunter



[CLICK HERE](#)



COCA-COLA EUROPACIFIC PARTNERS

CDO-led data and analytics team cultural transformation

Chief Data Officer – Laia Collazos and her team



[CLICK HERE](#)



MENCAP

Data transformation for Mencap

Head of Data, Victoria Pike



[CLICK HERE](#)

HOW TO GET IN TOUCH

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