

Building a **Case** **for Change**

Business Case Development

Finyx specialise in producing compelling business cases to secure approvals and funding for our clients' most critical programmes and projects.

We clearly articulate the strategic drivers for change and focus on delivering value for money. We are expert in options analysis and the economic appraisal of costs, benefits and risks. Our large pool of accredited business case consultants are proficient in the HMT 5 Case Model.

— ABOUT FINYX

small enough to CARE.

**Big
enough**
to depend on.

Finyx are an experienced and trusted Digital Delivery partner there to help you realise your digital ambitions and deliver meaningful change.

We are a wholly independent advisory business singularly focused on solving actual client problems and delivering positive outcomes.

Our only loyalty is to our clients and we pride ourselves on our collaborative partnering approach and our flexible nature; always expecting to deliver more than that stated in the contract.

All of our leaders have held line roles in Blue Chip corporates or large Public Sector organisations, giving us unique insight as to what “good delivery” feels like from a client’s perspective.

Finyx provide genuine expertise through a unique mix of consulting pedigree and industry experience to give our clients the best chance of success.

3

offices

With offices in London, York, and Belfast, we’re perfectly positioned to support clients across the UK.

20

years

We’re proud to have been a part of some of the largest transformation programmes in the UK over the last 20 years.

100+

professionals

Our expanding team of over 100 professionals offers a diverse range of expertise and skills to apply to any challenge.

OUR SERVICES.



STRATEGY

Plan. Transform. Succeed.

Developing digital strategies to drive efficiencies, optimise business growth and provide innovative services to your end users.

DELIVERY

Analysis. Insight. Impact.

Full lifecycle support for your digital transformation programmes, from PMO, to Product Management and Business Change.



COMMERCIAL

Design. Procure. Manage.

Designing digital supply-chains, tendering, negotiating, tracking supplier performance and managing supplier transitions.

BUSINESS MANGEMENT

Visibility. Accountability. Results.

Bringing together a number of related disciplines to improve visibility, efficiency and cost-effectiveness of your digital programmes.





OUR INDUSTRIES.

Finyx operate across a range of industries and our clients are strategically vital for the UK economy and the delivery of our public services.

We support our secure clients by providing specialist teams that understand the sensitivities associated with highly regulated environments, with all of our employees holding clearances at SC level or above.

We operate at all levels of Government from Local Authorities to big Central Departments; offering our Services through a growing number of frameworks.

In the Private Sector, we have an extensive track record supporting global banks, asset and wealth management companies alongside insurance and payment providers.



**Defence &
Security**



Public Sector



**Financial
Services**



THE SERVICE.

Every year, the UK Public Sector invests huge sums on new or replacement services, solutions and assets. With so much competing demand for capital it is essential that organisations put forward a Value for Money proposal that offers the best result for UK society.

The Government's Business Case Development Framework, linked to the Cabinet Office Gateway Review Process provides, the scrutiny spending proposals require.

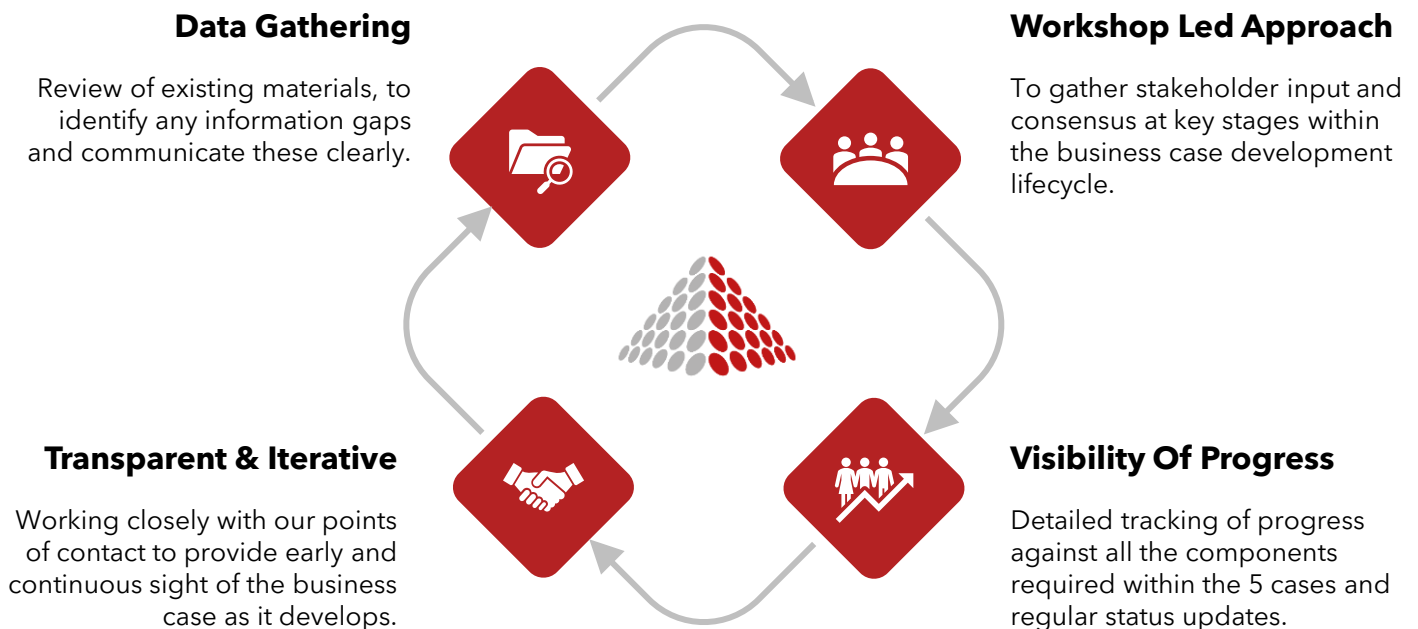
Research shows that project failure rates are as high as 75%. Rationale includes solutions failing to meet core requirements, budgets exceeded, and benefits yet to be delivered. The chance of project success can be significantly increased by developing a thorough and efficient Business Case.

With Finyx, you can strengthen the delivery of business cases within a quicker timescale at lower cost. Our Better Business Case accredited authors ensure greater confidence of achieving first time approvals and ultimately that the chosen solution is right for your organisation.

THE APPROACH.

We are experts in the HM Treasury (HMT) Green Book and the 5 Case Model. Whilst some of the components can be complex, our proven methodology can guide you through the steps, capturing the information required to analyse options and support the business case.

Aligned to HMT best practice, Finyx recommends a collaborative approach based on in-person workshops with frequent communication between our team and your key stakeholders. Our approach is built around the following core principles:



THE VALUE.

Finyx have authored more than 30 business cases for our Public Sector clients; successfully securing the approvals and funding required to support their most critical projects (~£1.5bn collectively).

Our experienced and accredited teams typically work with you for 6-8 weeks for a SOC / OBC and 4 weeks for an FBC (dependent on project complexity and number of options).

We are also positioned to support with Programme Business Cases, business justification papers, options analysis and business case training.

SUCCESS STORIES.



Centre for Environment, Fisheries and Aquaculture Science (Cefas)

Public Sector

Production of an SOC and OBC seeking capital investment of ~£100m to further explore the options for service continuity, following the end of life of their scientific research vessel the RV Cefas Endeavour. Used to conduct fish stock assessments and marine scientific surveys.

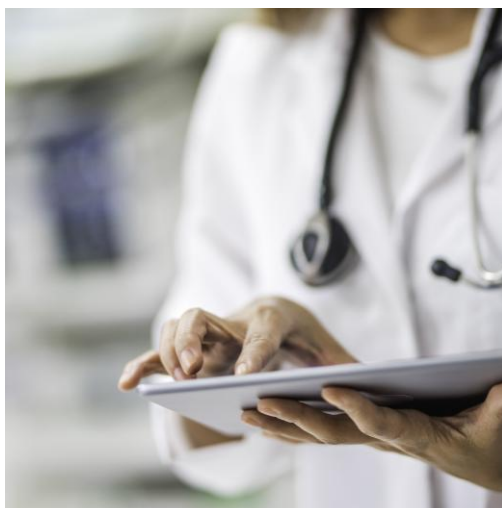


Dept. for Environment Food & Rural Affairs (DEFRA)

Public Sector

Production of Programme Business Case for large scale transformation programme (~£96m over 4 years). Subsequently created 3 simultaneous FBCs for the first tranche of spend.

All business cases were subjective to an extensive 'Red Team' review process to assure quality.



NHS Trust

Public Sector

Supported the options assessment for replacement of existing ICT services contract, including production of SOC, OBC and FBC. Use of the NHS Comprehensive Investment Appraisal (CIA) Model to conduct options analysis.

Obtained NHS England and NHS Improvement approval required due to high value (~£45m over 5 years).

YOUR DIGITAL TRANSFORMATION PARTNER.



15 years in the Public Sector authoring business cases for large investment projects and programmes. Accredited APMG Better Business Cases Practitioner, responsible for developing the capability within Finyx.

Expert in large scale IT transformation programme across supply chain design, procurement support and service management.

John Rollings

Business Case Lead



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[Finyx.com](https://finyx.com)



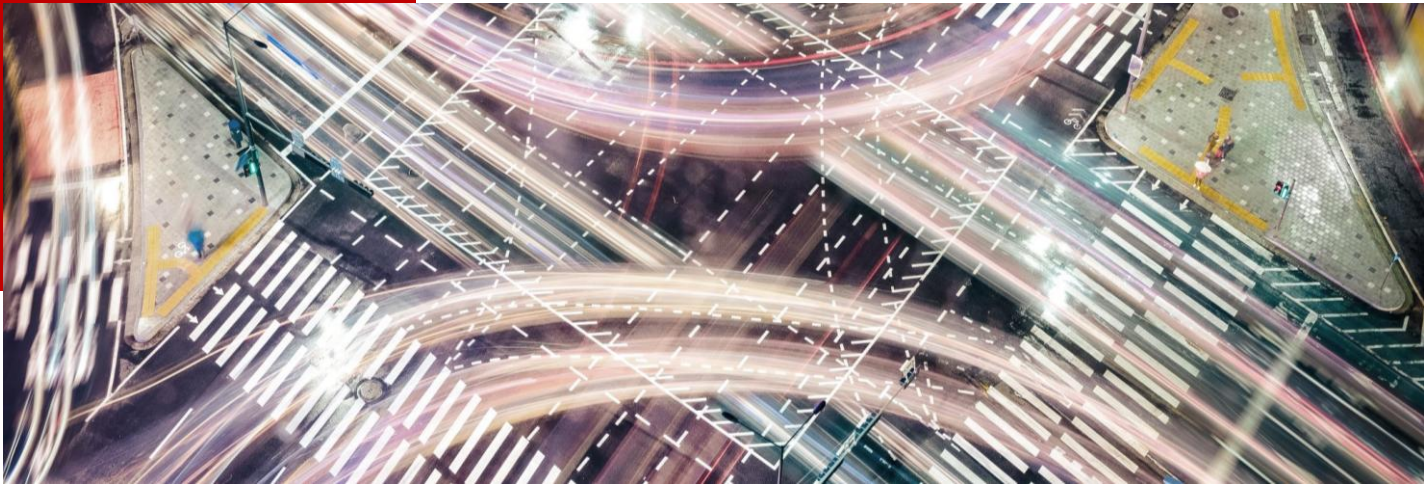
[@Finyx](https://www.linkedin.com/company/finyx)

Finyx is a limited company registered in England & Wales with number 07978039 and its registered office at The Catalyst Baird Lane, Heslington, York, UK, YO10 5GA

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ANNEX.

- Key Features
- Key Benefits



Key **FEATURES.**

- 01 A workshop-based approach, aligned to HMT guidance
- 02 Template business cases with input prompts
- 03 Business Case Development Toolkit with tooling for each case
- 04 Economic appraisal methodology
- 05 Project management service wrap
- 06 Review of existing and previous business cases
- 07 Acting as a 'red team' to ensure document quality for approval
- 08 Provision of Business Case Lead, Author and Financial Modeller
- 09 Training designed to create in-house business case capability
- 10 Executive summary materials for senior stakeholders



Key **BENEFITS.**

- 01 Delivery of quicker / cheaper business cases
- 02 Greater confidence that the chosen solution is right
- 03 More certainty of approval
- 04 More realistic plan and budget for delivery
- 05 Credibility through trained business case authors
- 06 Clearly articulated and trackable benefits
- 07 Consistency of documentation standards
- 08 Toolkit prompts clarity of thought when drafting each case
- 09 Simple progress reporting for effective stakeholder management
- 10 Iterative approach that supports changing priorities