

Aqute management consultants help organisations drive business change. Through innovative approaches to solving today's business challenges we help clients achieve major business transformation and performance improvements.

Demand-Supply Management

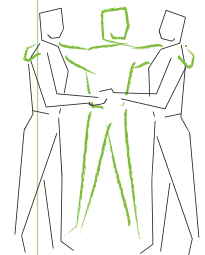
The business model in financial services is changing dramatically. Management aspirations to create business value around the core competencies, is driving the disengagement from the non-core activities provided by the support functions. The increasing drive towards outsourcing services requires a new commercial framework to mitigate the risks and manage the costs in a new Demand-Supply Model.

This Model is characterised by the replacement of the internal supply chain monopoly with competitive pricing and sourcing models for Shared Services, which support multiple business units. Demand is driven by customer value propositions and speed to market, Supply is driven by competitive supply options which are fair value, can flex to customer demand and are fit for purpose.

Aqute can help drive commerciality through your Demand and Supply relationship to create a 'Win-Win' partnership. Whether you have already achieved Shared Services, have started to embark on the services outsourcing route or would like to implement the full Demand Supply Management Model, Aqute have the knowledge and expertise to help you assess your situation, plan your way forward and guide you through the design and implementation of a Demand - Supply Model to fit your organisation.

Business Transformation

Aqute enables business transformation by implementing the results of business visioning exercises. Typically a new business strategy is followed by the shaping of a new organization, business processes and IT strategy, to support the new business direction and objectives. Aqute is skilled in translating business strategy into an implementation framework, which together with a Change Management programme, ensures the smooth implementation of major new directions for your business.



Corporate Performance Management

The difficult economic environment has made companies very aware of the need, to ensure every action is aligned with meeting strategic goals, and to measure execution against business strategy. Aqute is a strong player in helping companies achieve optimum performance by designing core business performance improvement programmes. These programmes create a performance-oriented culture where targets and results are shared at management and employee levels. Aqute design and implement solutions such as Balanced Scorecards, Corporate Performance Management (CPM) programmes and Metrics Dashboards, drawing on key performance metrics.



Business Reengineering

Aqute Business Reengineering specialists can assist businesses implementing major change or performance improvement initiatives, using our rich toolkit of BPR service offerings. Aqute's Business Process Reengineering (BPR) methodology derives from many years' field experience. Aqute consultants can advise businesses embarking on Business Reengineering projects through a combination of BPR training, coaching, consulting, skills transfer and best practice guidelines.

Business and eBusiness Process Modelling

Aqute management consultants working with senior management on major business redesign initiatives, facilitate the definition of your core end-to-end Business Processes Models and help specify the supporting workflow and organisational changes required.

Aqute consultants lead the design of new eBusiness processes and workflows in support of eBusiness, B2B or B2C channels to market. The eBusiness Processes Models are designed to best suit your end-customer's buying process whilst incorporating best practices offered by web technology. The accurate mapping of customer interactions ensures that the resulting systems successfully support the customer's buying process, contributing to higher customer retention.

This end-to-end perspective assures an integrated seamless flow, encompassing both the customer processes and your internal enabling processes and systems.

Customer Value Management

One of Aqute's core consulting skills is advising businesses on how to change their organisation's perspective from a functional 'silo' view to one centered around core competencies directed at delivering customer value. This customer-centric perspective delivers a radical change to how businesses should organise to best compete in their market and achieve customer delight. Our business consultants provide strategic advice on how to redesign the business around the customer. It results in a dynamic market-oriented organisation with improved customer relationship management for cross-selling, customer retention, prospecting and compliance with regulatory requirements.

If you require further details on any of our services or would like to discuss how they might apply to your organisation, please contact Angela Hakim who would be happy to arrange an initial free-of-charge consultation/ presentation.

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