



Bringing your Strategy to Life

Achieving your Transformational Journey

A new conversation in action

marjolo.co.uk

Technology is constantly evolving

Organisations need to be able to filter through a market that is filled with over-inflated promises of digital product solutions

At **Marjolo**, we are different from other consultancies. We focus first on understanding the needs of a business; regardless of its size.

We want to simplify complex business change. We take the time to focus on your business, understanding its values and the needs of your people, before helping you to define your strategic direction.

We map the journey of your business through its transformation; helping to turn your vision into a reality. Through understanding, then enhancing your core capabilities, we highlight innovative opportunities to blend technology, process and organisational change that enable delivery.

We integrate into your business so that we can develop the skillset of your people. We will push you hard to take ownership and champion the success of your transformation and secure the future of your business.

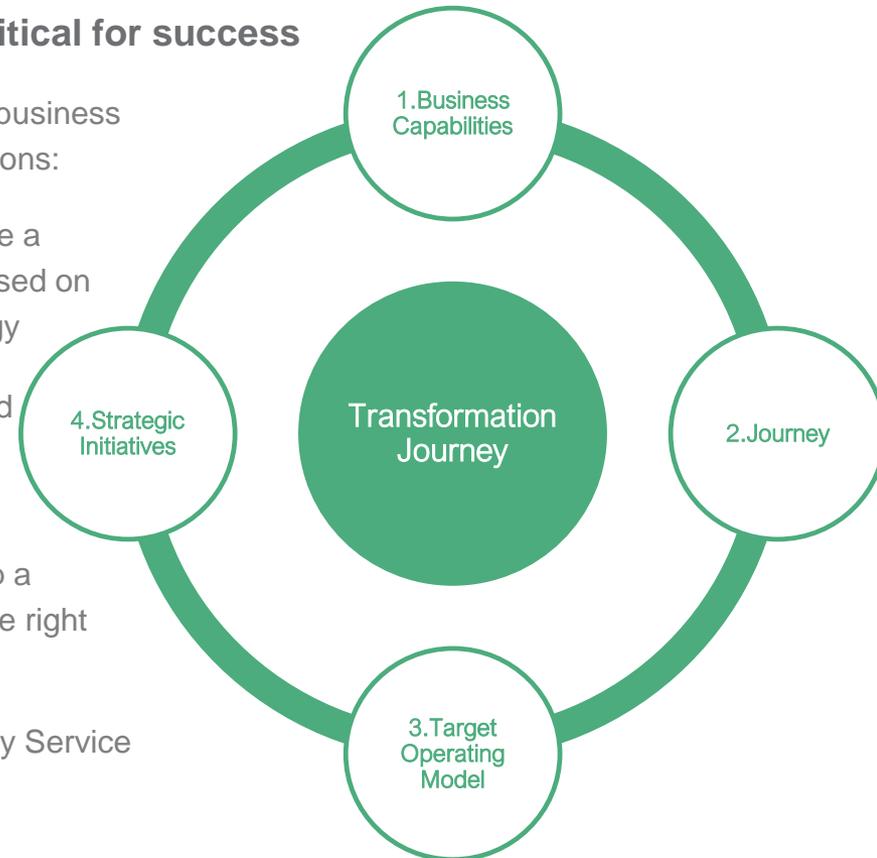


Your Transformation Journey

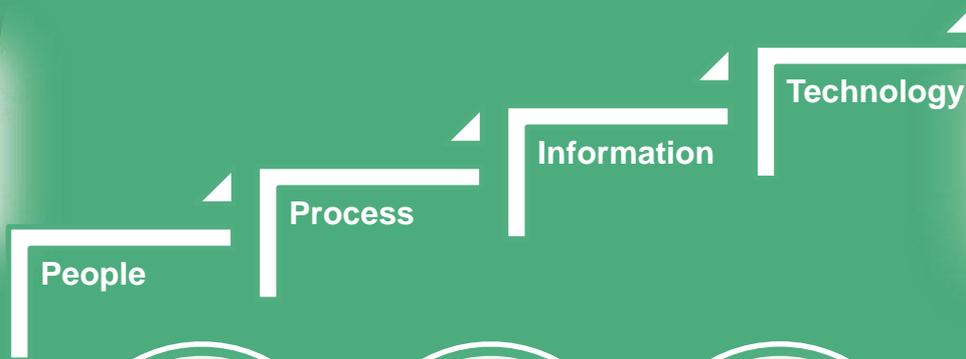
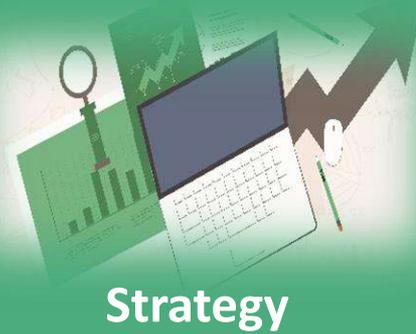
Each stage of your Transformation Journey is critical for success

Collaborating with **Marjolo** presents the opportunity for your business to simplify complex change and achieve your strategic ambitions:

- 1. Business Capability** - Marjolo will work with you to create a capability model, before delivering a maturity assessment based on your People, your Processes and your Information Technology
- 2. Journey** - Marjolo will demonstrate how understanding and visualising the flow of information and data through your business can help you surface and realise new opportunities
- 3. Target Operating Model** - Marjolo will help you to develop a TOM that aligns Operation with Strategy, mapping through the right measures in your business to establish quality management
- 4. Strategic Initiatives** - Marjolo provides a complete delivery Service to help you realise your business transformation



Marjolo collaborates with you to enhance the core capabilities of your business



Simplify complex change, ensuring that you are:

Digitally Ready

Brexit Ready

Growth Ready



Capability Maturity Assessment

Adaptability in readiness for change

De-risking and cost specification

Time

Cost

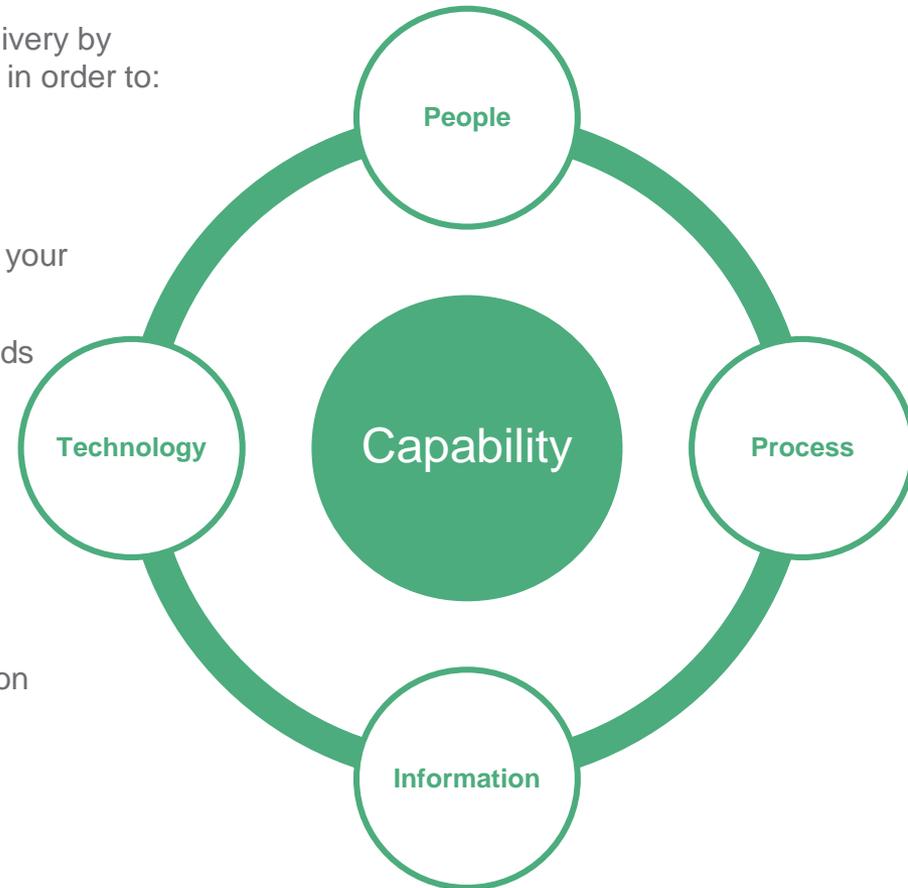
Sustainability

Deliver a return on your investment in terms of:

Our Services are based around Capabilities

We help to redefine your strategic vision and achieve its delivery by centring on the maturity of the Capabilities of your business in order to:

- Deliver great customer value by better understanding the processes of your business
- Mitigate risk and reduce exposure by understanding how your business will manage major change
- Achieve faster, smarter and cost-effective delivery methods that address weak maturity
- Have the ability to plan independently of ever changing technology solutions
- Develop common currency between the strategy of your business and your technology providers
- Provide logical evidence to support those tough choices on where and when you should look to invest
- Be able to really understand how your people can be empowered to drive your transformation



Financial Services

We have delivered this for

As our client moved towards a programme of transformation, it was essential that there was alignment between their IT investments and their business strategy to achieve a successful transformation.

It was essential that Marjolo focussed on the need for:

**Creating a
technology target state**

**Assessing the
current landscape**

**Producing a
transformation journey**

What we achieved

In just 6 weeks, with a small team we tailored our engagement to the specific needs of our client, delivering:

- **The defined outputs of a 5 year programme of IT transformation, securing £25m of investment to achieve our client's future digital ambitions**
- **The refinement of almost 100 strategic initiatives into business capabilities that could be prioritised, enhanced and developed into a programme of activity to achieve business transformation**
- **Work that was insightful and of a quality that you would normally only be expect from a multi-national consultancy, but in a fraction of the time, and a fraction of the cost**

We have delivered this for

We provided the specialist Business Architecture skills required to conduct in-depth capability assessments across a government department. In just 6 weeks, we worked across several Whitehall departments to create commonality at a Capability level; enabling us to develop a clear view of shared information assets that greatly enhanced the department's strategy. In addition, we added further value through:

Developing a Data Strategy, advising increased data sharing

Providing analysis and advice to the department's CIO

Advising and up-skilling of Business Architects

What we achieved

Across a period of uncertainty we supported the department in achieving a number of key initiatives:

■ **Utilising capability modelling to identify areas of historic underspend and duplicated activity, helping to rethink transformation investment and achieve real value from public funding**

■ **Delivering a Discovery in just 4 weeks and a PoC solution across a departmental end to end service; securing £1.6m of investment for development**

■ **Delivering the Capability Roadmap for the department to state the change required for EU Exit; mapping back to the end to end journey for the services being delivered**

We have delivered this for

In 3 months, we delivered a new global IT operating model for our client's international network, stretching across 26 countries. Integrating into their business, we reviewed and enhanced their approach to capability modelling; understanding their unique requirements to identify significant transformation opportunities and outline the necessary investment required in their people, processes, information and technology. Our engagement focussed on:

Advising on the design of the global Transformation

Developing supplier selections to meet global Transformation Architecture and design

Identifying cost/benefit profiles from technology and process re-engineering requirements

What we achieved

Our enhanced operating model lead our client towards stabilisation, and acquisition.

■ **We led on the delivery of the IT Transformation, designing and implementing IT Operations Management functionality globally across 26 countries using a SIAM based model**

■ **Defined and developed our client's omni-channel customer engagement strategy**

■ **We led international engagement teams across Europe and Australasia to understand, and build in, varying requirements to resolve local issues to sign off an ITOM for each country**



What our customers say about us

NASH & CO

David spent time with our business and offered a fresh pair of eyes and ears. He listened intently to our situation and the predicaments of the market we work in. He was able to see opportunities from a fresh perspective and offer help and advice. I am sure that with the help of David and his team at Marjolo, we will be able to develop the business and move forward in the future. **Duncan Nash – Nash & CO**

*The real benefit of the **Marjolo** engagement was that it was tailored to the specific need of the organisation, and was backed up with high quality people focussed on great outcomes.* **Joe Soule (CIO CBMF)**



Thank you so much from Cystic Fibrosis Dream Holidays Charity. We have only just begun working with you and so far you have been a great help to us updating our literature and giving us help and advice on various topics to do with the Charity. We are looking forward to putting the future plans we have made into fruition.

Elaine Tozer, CEO and Darren Faulkner Finance Director



***Marjolo** quickly got to grips with our business and our strategy and were able to make a valuable contribution to our transformation plans in a limited period of time. The work they produced was insightful and of a quality you would normally only expect from a multi-national consultancy.* **Chris Bosworth (Head of Strategy CBMF)**





Our Partners

Becoming trusted partners is our ambition, challenging the way in which business is done.

We love working in open business environments where we can create new opportunities through partnerships; enhancing our capabilities, growing our service offering and solving more challenges for our customers.

Testimonial

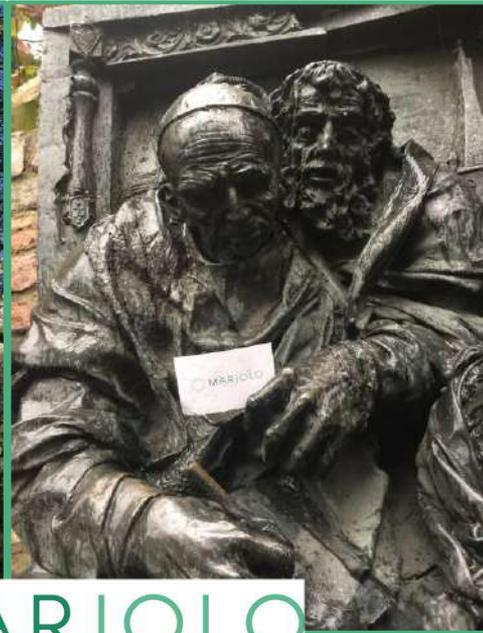
Collaboration is the future. It allows projects to get the best of breed experts involved to deliver each aspect of it. The work we can do alongside the **Marjolo** team can be shown as examples to future clients.

The **Marjolo** team knew their way around and we got settled very swiftly. I would say the integration assisted immensely with efficiency and contributed to how effective we could be.

We thoroughly enjoyed working in combination with **Marjolo**. Their laser focus and planning skills were refreshing and we were able to deliver the creative for the roadmap in a positive, professional and constructive manner.



Matt Davies – Creative Director



 MARJOLO





Thank You

For further information please email letstalk@marjolo.co.uk

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