



TECHNOLOGY AND ARCHITECTURE

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1 COEUS TECHNOLOGY AND ARCHITECTURE

Coeus offers a broad range of IT advisory and consultancy services across a variety of technology capabilities, from short strategic assessments through to transformation and benefits delivery.

Within the Technology and Architecture capability Coeus advise clients on how to optimise their technology landscape by delivering a wide range of architecture, applications and infrastructure services from strategy through to deep technical analysis.

1.1 Business Challenges for the Architecture and Technology landscape

Business organisations are needing to deliver business goals whilst anticipating changes in markets and technology, and need to ensure that IT delivers the value they need in this changing business landscape. An effective Architecture and Technology landscape should aid a business in delivering on its vision and strategy, key questions that need to be answered include;

- Is our IT technology landscape architected and running efficiently?
- How robust is our IT and where do the high risk areas exist?
- How can we make our IT systems more agile?
- Is our Enterprise Architecture and technical delivery approach optimised?
- How can we assess and rationalise our applications estate?
- How do we transform our current technology platforms for the future?
- Are new digital technologies such as cloud, BYOD and Big Data things we should concern ourselves with?

1.2 Coeus Architecture and Technology Service Offerings

Coeus offers a number of different Technology and Architecture services to enable their clients to align IT to the needs of the business.

- Business Technology – managing the business and people aspect of technology to help enable businesses to turn technology into business advantage. Using Coeus proven expertise in underpinning business aims and driving growth through innovation
- Architecture – enterprise through to solution architecture ensuring technology design drives business benefit
- Solution Design – technology roadmaps, data centre strategy and consolidation, application rationalisation and migration
- Digital Technologies – supporting an organisation from vision through to digital objectives, strategy and implementation planning, design of IaaS / PaaS / SaaS technology and strategy, design of BYOD / CYOD, mobile device management and applications strategy
- Technology Strategy and Vision – supporting the decision between technology vendors, infrastructure and/or application fit, implementation and operations assurance

2 EXPERIENCE

Coeus' services and skills are tailored to address the complex challenges of today's CIO organisation. Our strengths lie in advising clients on strategic and operational change to enable the identification, sourcing and delivery of optimal technological solutions and services.

We believe that Coeus is ideally placed for the following key reasons:

- We have undertaken many projects for our clients and our level of knowledge in these areas is second to none
- We provide trusted independent advice at all times, critical to this type of engagement
- We have skilled mature staff with directly relevant recent market experience, covering both IT strategy development and commercial reviews in an outsourced environment
- Appropriate methodologies developed through experience of conducting this type of engagement for other similar organisations
- Deep knowledge and understanding of how other similar organisations are currently defining their IT organisations and the mix of internal and external resources

The Case Studies below provide addition detail on projects Coeus has recently worked on. All of these engagements were conducted on a joint team approach whereby the Coeus team worked directly with or alongside the client team. The resource split is typically 50/50 but can be tailored to meet the specific needs of the project or any client resource challenges.

2.1 Infrastructure Review for Financial Services Organisation

Background to the project

The organisation's IT department had proposed an infrastructure solution across a number of projects and initiatives. At a high level the goal was to support two strategic projects, 'Open Book' and 'Closed Book', migrate all existing test and development environments and virtualise the Oracle infrastructure to improve performance and reduce costs. Whilst the organisation's IT department were comfortable with the proposed solution from IBM, they sought an independent technical and commercial review from Coeus to support executive decision making.

Approach

Given the aggressive timescales required, Coeus conducted a rapid review of the technical proposal including:

- Longevity
- Scalability
- Capability
- Capacity
- Suitability

The technical assessment required documenting the requirements of the solution for the first time, which had not been formally captured due to the evolutionary nature of the project – allowing a formal assessment not previously achieved.

Coeus also used its knowledge of infrastructure providers and the market to conduct an independent commercial assessment, providing key external pricing benchmarks.

Outcomes and deliverables

Within very short timescales the Coeus team provided:

- Documented technical requirements (documented for the first time)
- Technical and commercial assessment
- Executive presentation and review

Benefits

Documenting the requirements for the first time allowed the organisation to formally review the technical solution and confirm the fit. The commercial assessment also highlighted 10% cost savings that could be achieved through further negotiation in specific areas identified by the review.

Critically the review allowed the organisation's IT to confirm the technical and commercial solution providing sufficient confidence to support executive decision making and secure funding.

2.2 Architecture Roadmap for Global Pharmaceutical

Background to the project

The client organisation was in the process of making significant changes to how it delivers Global Infrastructure Services (GIS) to the business and IT functions. A fundamental principle involved taking back control and ownership of key processes from service providers. It was recognised this presented an opportunity to assess their organisation and to realign themselves in order to maximise the benefits to be derived from the new GIS operating model.

Approach

Combining industry leading practice, Coeus' experience and the client's specific needs, a Domain Map was constructed:

- Using the Domain Map as a base, a capability maturity model was developed to assess where they stood and to agree appropriate target levels for each Domain
- The Project Portfolio was mapped against a number of characteristics to assess alignment with corporate, Group IT and GIS drivers
- Combining the above material enabled the development of Architecture Roadmaps focusing on capabilities and on how Architecture supports the business

Outcomes and deliverables

Within very short timescales the Coeus team provided:

- Three-level Domain Map comprising Domains, Sub Domains and Services
- Capability Maturity Model for each element of the Domain Map
- Architecture Roadmaps
- Project Portfolio/Corporate Drivers Map

Benefits

The Domain Map provides a basis upon which Architecture can be realigned to support the new GIS operating model. The Capability Maturity model is being used to identify key areas requiring development across the infrastructure landscape. It was also combined with the Project Portfolio Map to identify inconsistencies and to provide better alignment between initiatives and strategic direction. The Architecture Roadmaps are being developed in line with, and as a key component of, individual Service Strategies. This ensures the overall direction of GIS remains aligned with business needs and with Group IT drivers.

2.3 Mobility Strategy for Global Consumer Products Company

Background to the project

The IT function owned and maintained a proliferation of devices, including 2,200 computers in the form of laptops and desktops, 860 Blackberry's, 560 voice only mobile phones on contract and a number of iPhones and iPads in use by executives and sales people, which were also connected to critical business applications. A decision was taken at Group level to stop further investment in Blackberry due to the uncertainty surrounding the company, forcing the need to implement a smartphone replacement and the IT department was coming under increasing pressure by the business to provide a multitude of different mobile and tablet devices.

Approach

Coeus was engaged to develop the mobility strategy and corresponding roadmap, taking the following approach:

- Definition of what the business requirements actually were across the full spectrum of users and captured for the first time
- Independent review of the smartphone, tablet and laptop marketplace
- Profiles were developed based on travel, mobility and access requirements to determine the devices that each of the users receive through role allocation
- Detailed cost analysis to ensure a role based allocation of devices would be at least cost neutral moving forwards

Outcomes and deliverables

Within very short timescales the Coeus team provided:

- Mobile phone strategy to enable a successful move from Blackberry to smartphone and reduce the overall number of devices in the estate
- Computing device strategy, providing appropriate laptops and tablets across the user profiles
- Business case with cost savings identified
- Implementation roadmap and plan

Benefits




The move to role based device allocation would save £320k over the life of the devices and the costs and risks associated of moving away from Blackberry were mitigated. All users from senior execs, sales and back office personnel had the appropriate devices to drive productivity for the first time.

3 COMPANY OVERVIEW

3.1 Overview

Coeus Consulting is an independent IT management consultancy providing both advisory and consultancy services. We specialise in the areas of IT strategy, sourcing, technology, transformation and optimisation. Our people have the right blend of skills and experience to deliver trusted advice on commercial, technological and business issues resulting in strategic benefits for our clients.

We deliver our services to some of the largest corporates, financial institutions and most recognised brands in the world.

<div style="background-color: #0070C0; color: white; padding: 10px; border-radius: 10px;"> <p>Our people </p> <ul style="list-style-type: none"> • Our people – that’s what makes us different - our consultants have the right blend of knowledge and ‘real world’, hands on operational experience, to deliver the right outcomes for our clients • They have passion and commitment, are adaptable and flexible and deliver with pace and to the highest quality • The breadth and depth of our consultants expertise spans multiple disciplines, organisations, cultures and industries – ensuring their advice always addresses the bigger picture </div>	<div style="background-color: #0070C0; color: white; padding: 10px; border-radius: 10px;"> <p>The way we work </p> <ul style="list-style-type: none"> • We provide advice without bias and in the client’s best interest. • We work ‘true’ client side, we listen, we challenge and we deliver with clarity and creativity • We are transparent and honest - working to your agenda, not our own • We pride ourselves in the input and insight that we give, drawing on our experience, knowledge, methodologies and tools </div>	<div style="background-color: #0070C0; color: white; padding: 10px; border-radius: 10px;"> <p>Our business model </p> <ul style="list-style-type: none"> • We are truly independent – no strategic alliances, no commercial arrangements • Our company structure allows us to be agile, responsive and flexible to your needs • We deliver value for money to our clients and are commercially competitive across all sectors • We work closely with our clients to ensure knowledge transfer is part of every engagement </div>
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3.2 Office

Our registered office is 48 Warwick Street, London, W1B 5AW. However, based on our experience of conducting other similar engagements, in order for engagements to be efficient and effective we would expect a significant amount of the work to be completed on-site at our clients’ offices.

3.3 Contract

A copy of our standard Terms and Conditions have been submitted and are available as a download alongside this service.

3.4 Corporate Affiliations

Coeus is totally independent and does not have any strategic alliance or commercial arrangements with any supplier or software provider, enabling us to carry out commercial, outsourcing and procurement advice with the integrity our clients require.

3.5 Professional Indemnity

Our professional indemnity insurance is provided by AIG and is limited to £1 million per individual claim.

3.6 Organisational Structure

The organisation is led by the three founding Directors, Ben Barry, James Cockroft and Rob Walker. All employees report into one of the Directors.

3.7 Pricing

Coeus Consulting will deliver this service on a time and materials basis to be discussed and agreed prior to the start of any engagement.

3.8 Quality Control

All client deliverables are subject to peer review and every Coeus project is overseen by the accountable Director.

3.9 Integrated G-Cloud Service Delivery

Coeus have a number of G-Cloud service offerings, which can be delivered separately or as part of an integrated programme where required to customer service requirements