



Advisory Services

Practical advice to help ensure your IT systems and internet technology support your business strategy and help achieve your objectives.

**Technology-focused
Business Consulting**

Telephone 0800 756 6777

www.iep.co.uk

Your technology issues & challenges

It could be that your software and IT systems have grown organically and that the time has come to think about a more strategic approach.

It could be existing systems are running out of steam.

And it could be that you want to access the latest internet technologies and opportunities but you don't quite know how to go about it.

There again, your requirements may be different to the norm - specialist, complex or just, well, different. How do you find the right solution, how do you even articulate what you need?

Equally you may be concerned that you don't have the expertise necessary to develop your IT architecture or the skills and experience necessary to choose new IT systems & software.

Perhaps your last project didn't work out, the results weren't as good as expected, worse still you may have a horror story to tell - a really bad experience.

Or it could be that an existing supplier has let you down or their product is going end of life - what do you do next, how can you avoid similar situations and at the same time capitalise on the opportunity so as to build something better for the future?

Your trusted advisor

We act as your trusted business technology advisor delivering advice, guidance and hands on expertise on technology related matters that impact your business.

We help you to specify, source and implement technology-based business solutions. From technically focused needs such as your IT architecture to business critical software applications and internet technologies.

Our aim is to help remove the obstacles to success and ensure that your business is properly equipped to meet objectives and deliver its vision.

Our approach helps to maximise the return on your investment in IT & business support systems and create competitive advantage by leveraging technology.

Business analysis services

Here are some examples of the business-related advisory work we do and the steps involved in identifying and delivering a solution:-

- articulate your business requirements in terms of the software features and technical functionality necessary to satisfy your needs

- develop an outline requirements specification identifying essential and desirable needs
- identify the available types of solution that can deliver the goods for example an off the shelf best of breed software application, an integrated enterprise solution, a bespoke software development or, an on-development of an existing application
- consider the pros and cons of each possible solution looking at cost, complexity of implementation, integration needs, resources and training, risk etc
- verify that the selected solutions fit with your IT Business Strategy, especially method of deployment i.e. on premise, SaaS, cloud etc
- build the business case identifying process efficiency gains, customer benefits, visibility of information etc - calibrate the ROI in quantitative and qualitative terms

IT Business Strategy

Aligned very closely to your business strategy and objectives, the IT Business Strategy sets out how your IT systems, software applications and online presence (in fact everything technology related) are structured and implemented so as to "enable" the business and maximise its chances of success.

Developing the IT Business Strategy touches most parts of the business taking in IT architecture & systems, the organisation's data model, its software applications and databases, the information flow & management information needs, infrastructure requirements & options (e.g. cloud versus on-premise) processes, resources, best practices, policies and much more.

Get this right and you can start to take control of your destiny and remove a major potential obstacle to achieving your goals.

Other services

A range of services from strategic technology-related business consulting to hands on project management:

- **Practical Advice** - helping you to make the right technology related decisions
- **Project Management** - an external resource to make things happen
- **Software Development Support** - find the right supplier for your needs and manage every aspect of the development
- **Joint e-Ventures** - for turning internet ideas into reality
- **Virtual CIO** - tap into the knowledge and expertise of wizened technologists without the full time cost

- **IT strategy and IT Audit** - maximising your chances of achieving your business objectives

We act as a trusted business technology advisor for organisations that don't have the in house expertise or breadth of experience to address the challenges and opportunities of today's digital economy and internet enabled world.

We help interpret your current and future business needs in terms of the IT systems, software applications and internet technologies necessary to ensure you meet your business objectives and maintain your competitive advantage. And we provide implementation services to help you deliver successful outcomes.

We provide strategic input and practical hands on advice whether it's helping to build your business case, identifying potential solutions, developing a strategy, creating specifications, assessing products/vendors, developing software or implementing your solutions.

We offer project management services for transformation projects and software development programmes, and we provide a cost effective virtual CTO/CIO service for organisations where technology is pivotal to the success of their business but where it is not cost effective to employ a full time person.

For organisations that have a need for a bespoke software solution we offer a range of software development support services to help you get the most from your investment and obtain the very best results.

Our sister company - Sibilo, provides software development services using a mix of UK based and off-shore resources delivering a quality, cost effective option for bespoke software development projects and transactional website designs.

We also offer a Joint e-Venture programme targeted at individuals and organisations who have a great idea for the Internet but don't know where to start or don't have the in house resources to turn the idea into reality.

We are happy to work on a project by project basis or on a regular long term basis, at an agreed day rate, on a fixed price contract and in some circumstances on a results-driven basis. Our Joint e-Venture programme often involves equity participation.

Other PDF downloads are available from the Services section of the IE Partnerships website at <http://www.iep.co.uk/en/services>.