

Our highly-experienced consultants work hands-on as part of your team to deliver focused cost reviews that identify potential savings and to produce detailed cost optimisation plans to realise those savings.



Is your organisation...

Under pressure to **accelerate the reduction** in IT Spend?

Unsure if they are reducing costs in the **right areas**?

Struggling to **maintain control** of supply chain spending?

Needing assurance that your **spending is effective** as well as efficient?

Cost Optimisation

Peru adopts a two-phased approach to cost optimisation. We deliver quick wins in weeks, whilst identifying strategic, sustainable opportunities for optimisation over the long term. Our approach is based on a proven method that looks at the key dimensions of optimisation, including new approaches to sourcing, service delivery methods, and opportunities to rationalise the IT portfolio and leverage disruptive technologies. This approach is delivered by knowledgeable professionals, with experience in managing IT budgets and meeting spending challenges.

What could your future look like?

- ✓ Focused approach to cost optimisation initiatives – cut costs not capabilities
- ✓ Optimised delivery models – doing things right and doing the right things
- ✓ Streamlined IT portfolio – focus on what matters most to the business
- ✓ Opportunities for disruption embraced – innovate to drive top line performance

SERVICE OUTCOMES

- Increased IT efficiency and productivity
- Gain a better understanding of the key financial metrics which determine whether your IT budget is being used effectively
- Get clarity on the opportunities to take unnecessary costs out early, whilst strategically managing your IT budget in the medium term to drive better outcomes
- Gain a greater awareness of pitfalls of cost reduction programmes so you can focus efforts on the areas that can be optimised without impacting the business
- Transform the IT organisation within your business from a cost centre to a **true enabler of business growth**

Global organisation

Immediate price reductions of ~ **\$3m+ per annum**.
IT organisation was able to demonstrate its role as a creator of value and not just a cost centre.



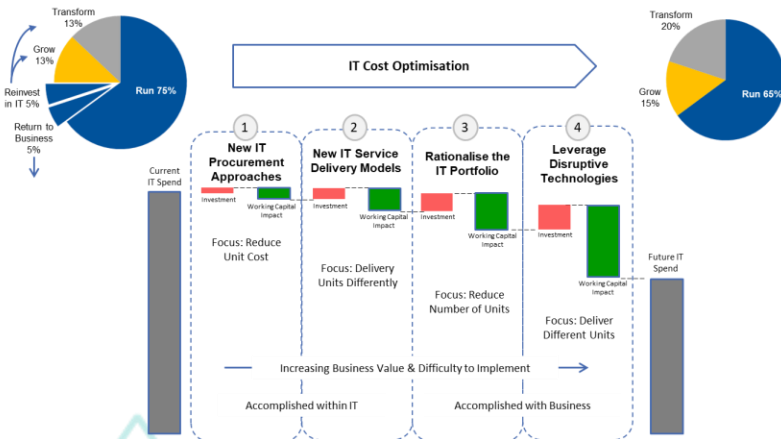
In-year financial savings of over **£5M** equivalent to over **30 times the consultancy investment**, accelerated delivery, which increased business benefits.



APPROACH

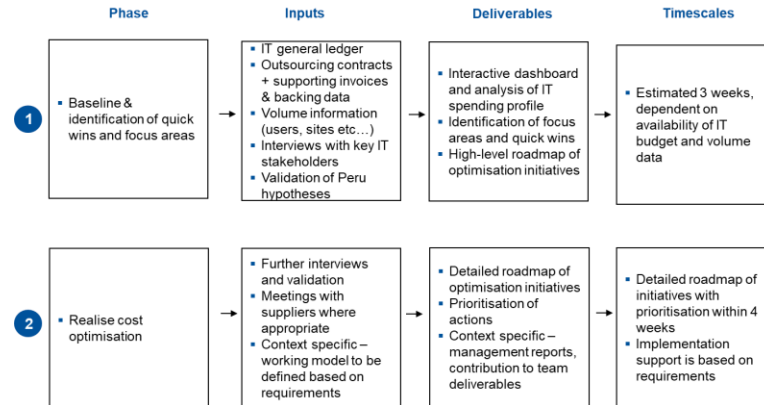
Our approach ensures spend is competitive and focused on the areas that really matter:

- We collate relevant information from your business and engage with key stakeholders to inform our specific focus areas and identify quick wins
- We provide an interactive dashboard of IT spend, together with a high-level roadmap of cost optimisation initiatives
- Following sign off on the roadmap we then proceed to implement the cost optimisation benefits realisation plan
- Our approach considers IT cost optimisation through four specific lenses: new approaches to procurement to reduce unit costs, new service delivery models to execute more efficiently, rationalisation of the IT portfolio to reduce unit consumption, and identification of disruptive technologies to drive innovation and growth.



TIMESCALES & COMMERCIALS

Our cost optimisation review is split into two phases:



Benefits in weeks, impacts for years:

- Our initial baseline and identification phase can take as little as three weeks to identify quick wins and deliver a high level roadmap of further initiatives
- Our cost optimisation phase will typically take 4 weeks to develop a detailed roadmap of optimisation initiatives with prioritised actionable next steps
- We can also support implementation of specific initiatives as required

A commercial model that works for you:

We offer a flexible range of commercial models aligned to your financial & risk requirements:



- Fixed price, based on scoped outcomes
- Time & materials
- Gain-share, risk reward (within caps)



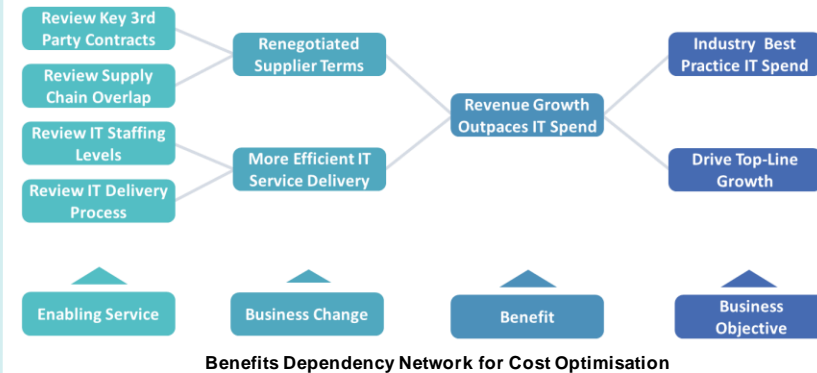
OUTCOMES



Outcomes aligned to your key objectives:

Benefits focused outcomes

- We work with you to identify your key strategic objectives, e.g. improvement in operational efficiency
- We identify the outcomes, expressed in benefits, that will drive achievement of your objectives, e.g. aligning spend to revenue change
- Our analysis looks at current IT spend to identify key initiatives that effectively realise the benefits, e.g. buying better, reducing complexity and exploiting IT change



Actionable outcomes

- We provide clear, detailed insight with specific actions identified to drive cost optimisation initiatives
- We are happy to roll our sleeves up and “walk the talk” to provide implementation support for initiatives
- We work alongside your existing IT and business teams to share best practice in a sustainable way



“Peru identified and then delivered a stream of opportunities to buy better, avoid costs and specify requirements in ways to generate value”