



## CBS Fractional Change Partnership

Change Capability on Demand

A Partnership to deliver change faster, smarter and at a lower cost.

### **Access to expert services.**

The value that expert external partners can bring is well documented, however, for smaller organisations or for those working to a fixed capacity model, you still face complex change demands but often lack the necessary specialist expertise.

**So, how do you get that experience and insight to help you succeed without committing to significant cost?**

Here at CBS, we have considered this dilemma very carefully and have created a tailored solution to meet your needs.

### **CBS as your Change Partner.**

If you commit to a 1 to 3 year agreement, we will provide a menu of services you can select from, as and when you need them, at a significantly discounted rate.

Boost confidence in delivering business and IT change—on time and on budget.

### **Shape | Define | Deliver.**

With an agreed number of days per quarter, CBS provides access to subject matter experts (such as procurement, payments, AI, risk, finance, data, technology and cyber security specialists) who can help Shape, Define and Deliver your change.

CBS can provide input to your business cases, project plans, solution designs and testing / implementation plans, and support you on delivery and implementation.

## Perfect for smaller organisations.

If you are a relatively small organisation, that needs to ensure you maximise the value delivered from your investment budget, then we can offer a flexible, managed service for a modest annual commitment - from £75k per annum. You select the appropriate services for your change priorities and “drawdown” on your annual investment - putting you in control!

All for less than the cost of a single Change Manager.

Term	Discount	£75K Spend	£100K Spend	£150K Spend
1 Year	10%	55 Days	74 Days	111 Days
2 Year	15%	59 Days	78 Days	117 Days
3 Year	25%	67 Days	89 Days	133 Days

*\*Blended number of support days per annum.*

## How our clients use the service.

Priorities change. Our partnership model is flexible, scalable and adapts to your needs. Use it on the priorities that matter to you.

Here are two examples

### Client A

**Client A decided to use their Q1 time allocation for supplier management and cost opportunity assessment; in Q2, on IT delivery support; in Q3 & Q4, on cybersecurity and disaster recovery**

### Client B

**Client B decided to use all four quarterly allocations for full project lifecycle support on a core platform replacement and data migration**

Based on your internal change plans and industry programmes, we agree on the priority areas of focus for the quarter ahead.

We then allocate the appropriate resources and time to the agreed priorities. Complemented with a quarterly review to track the

quality of CBS deliverables and to review overall service performance, aimed at helping you achieve your business goals and objectives.



Service	Shape   Define   Deliver	Lifecycle
<b>Shape</b>		
<b>Industry Insight</b>	<ul style="list-style-type: none"> <li>A regular horizon scan of upcoming regulations and industry developments that you should be aware of, making sure you don't miss anything important.</li> </ul>	Periodically (6 months)
<b>Board Update</b>	<ul style="list-style-type: none"> <li>Keep your board informed. Curating our industry insight, we work with you to provide regular updates to ensure a common understanding of emerging regulation and provide confidence that the right initiatives are being addressed in the right way.</li> </ul>	Periodically (6 months)
<b>Specialist Support Services</b>	<ul style="list-style-type: none"> <li>Our experience with other clients grappling with the same problem can provide you a leg up when starting out on your new project, and in defining the detail to be delivered.</li> <li>Our Change Partnership Programme can help provide specialist capability and knowledge in areas such as; Payments, Finance, Risk, Data, AI and Cyber Security.</li> </ul>	As Required
<b>Define</b>		
<b>Programme Design Assurance</b>	<ul style="list-style-type: none"> <li>Ensure that important project is set up for success, let us test your thinking and provide our input before you start. We can cover ground including workstream scope &amp; traceability, governance models, testing design and implementation.</li> </ul>	As Required
<b>Specialist Support Services</b>	<ul style="list-style-type: none"> <li>Our specialist capability and knowledge in areas such as; Payments, Finance, Risk, Data, AI and Cyber Security can help you define more precise solutions, supporting more efficient delivery.</li> </ul>	As Required
<b>Enterprise Architecture &amp; Design Services</b>	<ul style="list-style-type: none"> <li>Assure yourself that any underlying IT architecture changes are in line with the overall IT strategy and helping move the business forward, minimising technical debt.</li> </ul>	Solution Design Stage
<b>Supplier Selection Assistance</b>	<ul style="list-style-type: none"> <li>Looking for a new supplier or need to select a new product? We can help you with a market scan or assess your RFP requirements / questions for completeness. We can then help further in considering commercial terms.</li> </ul>	Requirements Definition
<b>Operational Resilience / Risk Assessments</b>	<ul style="list-style-type: none"> <li>Have you fully considered the risk and resilience approach to your change? We can review your plans and advise accordingly - in line with industry standards and regulatory expectations.</li> </ul>	Business Case & Implementation Readiness
<b>Deliver</b>		
<b>Change Management Standards &amp; Processes</b>	<ul style="list-style-type: none"> <li>Delivering change successfully can be difficult. Let us review your approach to ensure that it is appropriate for your organisation and in line with industry standards and best practice.</li> </ul>	As Required
<b>Change &amp; Project Tracking</b>	<ul style="list-style-type: none"> <li>Adopt a right-sized governance framework to ensure you retain a portfolio-wide view of the progress of all change.</li> <li>Ensure your priorities are being delivered and provide your Board with independent assurance on their investment.</li> </ul>	As Required
<b>Delivery Support</b>	<ul style="list-style-type: none"> <li>At key points in a project, giving you access to experienced practitioners who will roll their sleeves up and help meet delivery and implementation challenges.</li> </ul>	As Required
<b>Delivery Assurance</b>	<ul style="list-style-type: none"> <li>Consider an independent checkpoint as you progress to ensure time, quality, cost and benefits are as expected and if not, offer you an opportunity to intervene.</li> </ul>	Regularly or as a One-Off
<b>Project Recovery</b>	<ul style="list-style-type: none"> <li>Sometimes things don't go to plan, and you need assistance to turn them around. We can provide recovery plans to protect your investment or, where necessary, recommend stopping the project.</li> </ul>	As Required
<b>Benefits Realisation &amp; Tracking</b>	<ul style="list-style-type: none"> <li>Do you have a robust process to track the success of your investments? We can review and provide recommendations and proven methods to help realise your benefits.</li> </ul>	Business Case & Post Implementation