

## Monetical partner network

*Monetical has built a network of subject matter experts, so your organisation doesn't have to. Access to such expertise before, during and retrospective of the primary performance evaluation cycle, comes at a fraction of the cost of traditional approaches. Bringing a new perspective to the capturing and analysing of high-quality commercial and operational information ensures the organisation accurately diagnose performance challenges. This expertise is also tailored to create a series of corrective measures that enable organisations to exploit industry-wide best practices to address their most challenges of issues.*

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### Introduction

Timing and experience are everything when embarking on the challenge of optimising your performance. Organisations need to ensure they focus all their efforts on identifying the operational and commercial characteristics that have the greatest influence on performance in order to direct future investment accordingly and operational and performance changes.

The ability to access and exploit the expertise of a range of subject matter experts in this way creates a number of benefits for the organisation.

- Reduced cost of gaining access to experts
- Immediate access to best-in-class expertise
- Accurately industry benchmarking
- A culture of continuous improvement

### Resource & Change Management

Prof. Chris Clegg is a Professor of Organisational Psychology at the University of Leeds, where he is Deputy Director of the Centre for Organisational Strategy, Learning and Change. Chris is also Co-Director of the Rolls-Royce University Technology Partnership for Design and Chairman of the Socio-technical Group of the British Computer Society. Chris has published his work in 18 books and over 100 book chapters and articles in leading international refereed journals.



### Financial

Michael Blackstaff is a chartered accountant and a member of British Computer Society. He has finance, marketing and training experience in the IT industry and customers in many industries. He was a financial marketing specialist with IBM United Kingdom Limited, developing business projects, selling leasing, teaching salespeople the finance of selling and advising customers accounting for IT. Michael is the preferred author for the British Computer Society (BCS) for the topic of financial management.



### Operations

Dr Robert Hughes is Principal Lecturer at the University of Brighton, authors, an active member of the British Computer Society (BCS) and is chair of the ISEB project management examination panel. Robert's area of expertise includes software project management, software metrics and project risk. Over the years Robert has authored a number of books, articles and papers on these topics, including the classic text Software Project Management, published by McGraw-Hill, and for which a fifth edition is currently being prepared. A current developing area of interest is the interaction between IT and business need which is the subject of a book IT for business benefit to be published shortly by the BCS.



## Sourcing

Hugh Pike is an experienced consultant and trainer in commercial negotiations, specialising in I.T. sourcing and outsourcing engagements. Senior commercial negotiator in IBM's Global Services division for twelve years, prior to becoming freelance in 2005. During his time in IBM, Hugh developed a wealth of experience in outsourcing during deal negotiations with customers in a wide variety of businesses, primarily in the private sector. For the last two years prior to leaving IBM, he had responsibility for outsourcing engagements across Europe. Hugh is also a member of the British Computer Society (BCS) and a contributing Author.



## Innovation

Paul Sloane is an acknowledged expert and thought leader on innovation, creativity and lateral thinking in business. Paul took a first in Engineering from Cambridge. He joined IBM and was part of the team that launched the IBM PC in the UK. He went on to be CEO of the database leaders, Ashton-Tate. VP International for MathSoft Inc. and CEO of Monactive Ltd. Today, Paul helps develop innovation and leadership as the head of the Innovation Unit at the British Quality Foundation and Destination Innovation.



## Communication

Dr Richard Blundel is a Senior Lecturer at Brunel University and a member of Brunel Research in Enterprise, Innovation, Sustainability and Ethics (BRESE). He has a background in public and private sector organisations, with roles including market research analyst for a small IT sector consultancy and corporate affairs manager for a large industrial company. Richard's expertise lies in the role of inter-



organisational networks in facilitating technological and organisational innovation, emerging models of entrepreneurship, and the growth process in firms and networks.

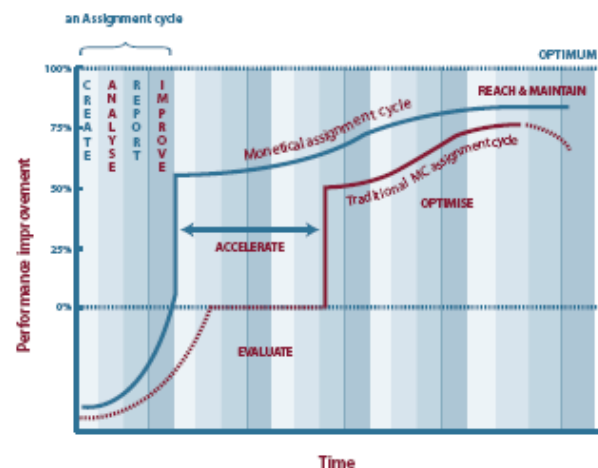
## **Expanding network**

Monetical is committed to expanding its partner network. Identification and appointments are greatly influenced by its clients' needs and newly emerging operational and commercial topics of interest.

## **Maintaining performance**

Unlike traditional consulting approaches, which see access to the subject matter expertise end when the consulting programme finishes, Monetical ensures access does not stop.

As the figure below indicates immediate and continuous access to subject access expertises brings two significant benefits to individual Monetical clients: I. Performance improvement starts much earlier. This quick-start turnaround is fuelled through collaboration with internal staff that already has an insight into potential performance challenges. The Monetical solution qualifies these aspects thereby providing focus to more detailed performance evaluation, which in turn brings quicker performance improvement.



II. Access beyond the main assignment cycle allows performance improvements to be maintained in the face of continuously changing enterprise and market conditions.