

**PROPOSITION
OVERVIEW**

Finance and systems transformation consulting propositions



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About Sopra Steria

Sopra Steria is a European leader in digital transformation



Revenue (2014)



People



Countries

TOP 10 IN EUROPE

Sopra Steria UK



People



Revenue
(2014)



Dedicated offshore
resources

What do we offer our clients?

Transformation

Clients trust us to solve the complex, critical business challenges they face today and in the future. By harnessing our depth of experience we offer clients a rich portfolio of vertical and horizontal solutions

Collaboration

We are recognised for our collaborative partnership approach, commitment to long term relationships and commercial flexibility

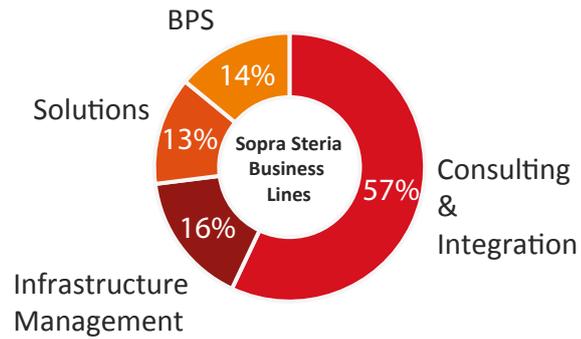
Innovation

The Sopra Steria Group combines scale and agility, specialist expertise with business experience and market leading software. We invest in understanding technology developments and how best to use them to meet your changing market demands

Finance and systems transformation support

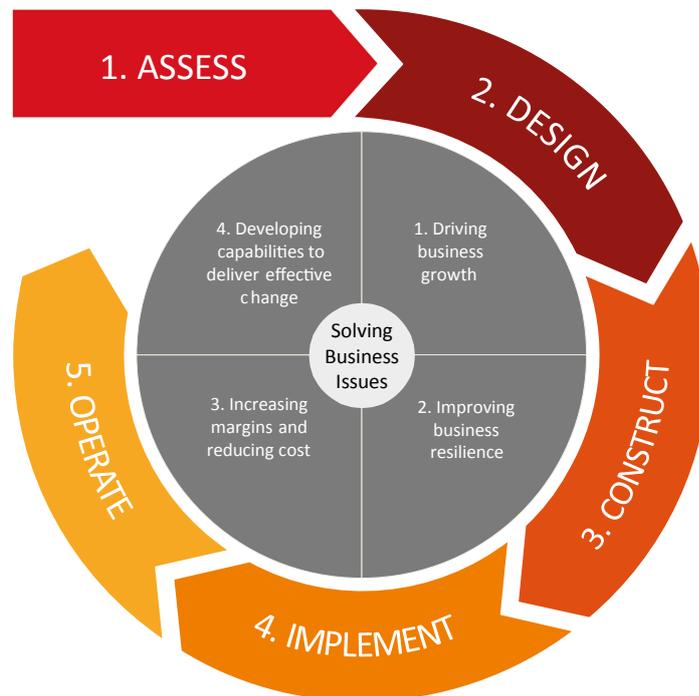
Sopra Steria can offer an end-to-end service offering to address our clients' digital and finance transformation challenges.

- One of the most comprehensive solutions portfolios in the market
- A large scale capacity to transform Finance functions and legacy systems
- Leading position in business process services and outsourcing
- Specialist vertical service offerings



Finance and systems transformation consulting

Our finance and systems transformation consulting team can help you improve your business by collaborating with you to find innovative solutions for your unique challenges. We partner with finance organisations to solve complicated finance and systems transformation challenges



The Sopra Steria transformation consulting team has diverse specialised experience and a proven track record in the following areas:

Assess Finance function improvement opportunities and develop a case for change

Design a more innovative Finance function target operating model (TOM)

Construct finance operating model changes through the build and testing phases

Implement and deploy business changes

Operate and manage infrastructure, applications and business processes

<p>To what extent are systems and data changes safely integrated into your organisation?</p>	<p>We help Finance functions get the most out of their data to improve the quality of their insight and make better decisions</p> <p>7. Enterprise Information and Data Management</p>	<p>We collaborate with teams to identify behaviours that drive successful cultural change</p> <p>8. Cultural Change Management</p>	<p>We support the end-to-end business change programme or focus where specific skills are needed</p> <p>9. Project and Programme Management</p>	<p>Are you operating infrastructure, applications and business processes in the most efficient and effective way?</p>
<p>Our experienced technical resources help independently test system and security configuration</p>	<p>6. Testing</p>			<p>10. Application Management</p> <p>We simplify systems portfolios through agile delivery models, leading practices and unique propositions</p>
<p>We lead some of the largest system integration programmes, from consulting through design, build and benefits realisation</p>	<p>5. System Integration</p>			<p>11. Infrastructure Management</p> <p>We rapidly virtualise infrastructure in our private cloud and can manage the services based on your needs</p>
<p>We RAPIDLY develop target operating models (RTOM) that describe how people, processes and systems should be used in the future</p>	<p>4. RAPID TOM Design (RTOM)</p>			<p>12. Providing Business Process Outsourcing support</p> <p>Our market leading BPO team supports clients to redesign and operate OPEX-based operating models that save £millions</p>
<p>Do you have an integrated TOM that drives growth, improves business resilience, reduces cost and delivers effective change?</p>	<p>3. Develop business case</p> <p>We help develop commercial business cases to enable change through investment</p>	<p>2. Systems and Process Optimisation Diagnostic (SPOD)</p> <p>SPOD rapidly identifies process and systems improvement opportunities by considering all emerging technologies options</p>	<p>1. Finance Maturity Assessment (FMA)</p> <p>We use our finance maturity assessment (FMA) tool to assess your finance transformation capabilities and help you articulate your future aspirations</p>	<p>Do you need help to identify innovative opportunities to improve your Finance function?</p>

Popular entry level propositions

Finance functions are unique and have different challenges, maturity and aspirations. Sopra Steria provides tailored solutions that are unique to an organisations circumstances and needs. We have however found that many CFOs typically start their engagement with us with three initial needs:

To identify Finance function improvement opportunities

- The Finance function is dealing with challenges and would like to change but doesn't know where to start, or
- The Finance function does not have a clear understanding of the broad improvement opportunities, or
- The Finance function needs help to develop a broad transformation roadmap.

To identify Finance systems and process optimisation opportunities

- The Finance function is aware that there are opportunities to improve systems and processes and would like to understand how they compare to leading practices, or
- The Finance function has not stayed in touch with the latest innovations and would like to assess the opportunities, or
- The Finance function needs help to develop a systems and process improvement roadmap.

To rapidly design an effective and efficient Finance function Target Operating Model (TOM)

- The Finance function wants to transform their operating model and needs help to quickly design a new TOM that is aligned to their aspirations.

We use three entry level propositions to tailor solutions for the above needs

1. Finance Maturity Assessment (FMA)

FMA is used to identify broader finance improvement opportunities to help (i) grow the business, (ii) reduce costs, (iii) improve business resilience, and (iv) develop capabilities to deliver effective change.

2. Systems and Process Optimisation Diagnostic (SPOD)

SPOD is used to identify systems and process optimisation opportunities. Our tailored workshops assess a wide range of cost-effective opportunities that will fit your systems environment.

3. Rapid TOM (RTOM)

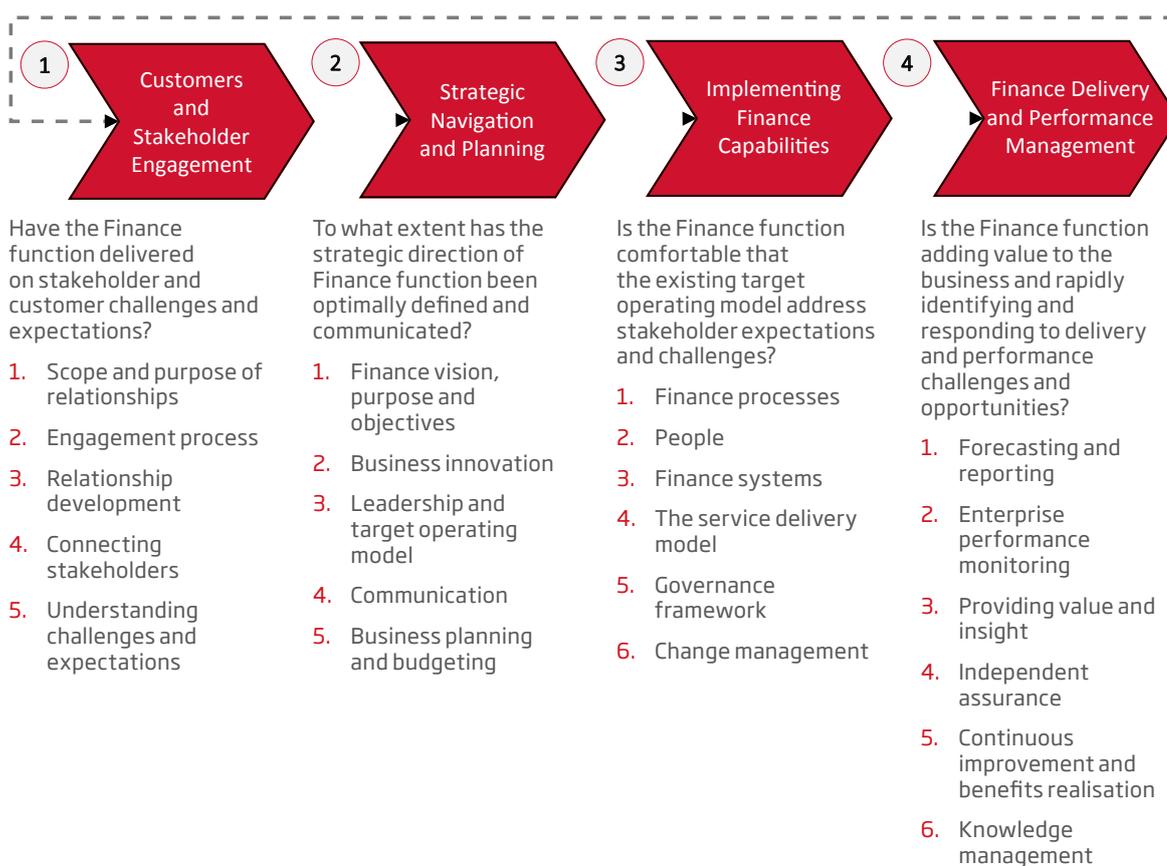
RTOM is used to help the finance function rapidly develop a target operating model that is aligned to their people, process and systems aspirations.

1. Finance Maturity Assessment

What is the Finance Maturity Assessment (FMA) and how can this help you?

- The FMA tool is used to identify broader finance transformation improvement opportunities and enables proactive improvement of processes, technologies and people.
- The traditional role of the Finance function is expanding and the FMA can help the leadership of Finance functions stay in touch with the latest innovations and leading practices.
- Timely execution of the FMA tool can help plan for business transformation and prioritise improvement actions.
- Changing the maturity of the Finance function will improve the foundations to help (i) grow the business, (ii) reduce costs, (iii) improve business resilience, and (iv) develop capabilities to deliver effective change.

The FMA focus areas

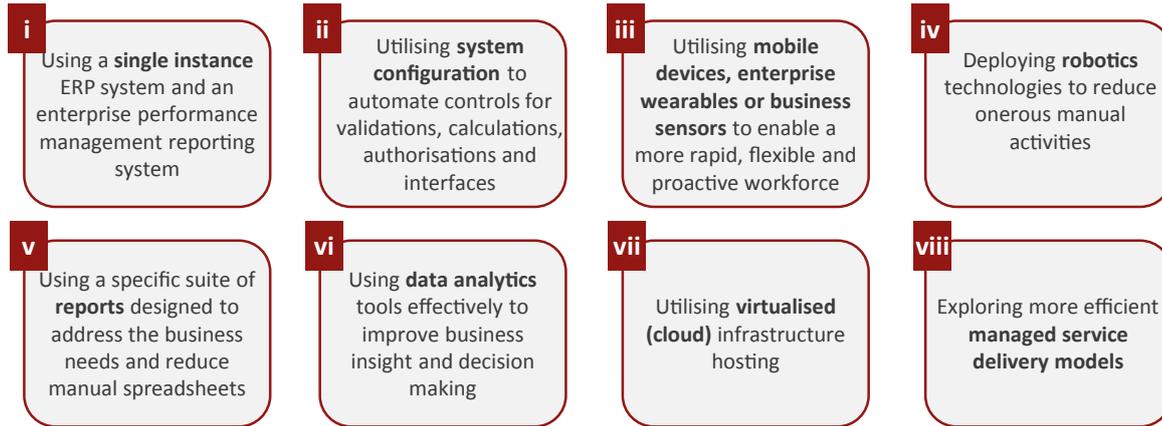


2. Systems and Process Optimisation Diagnostic

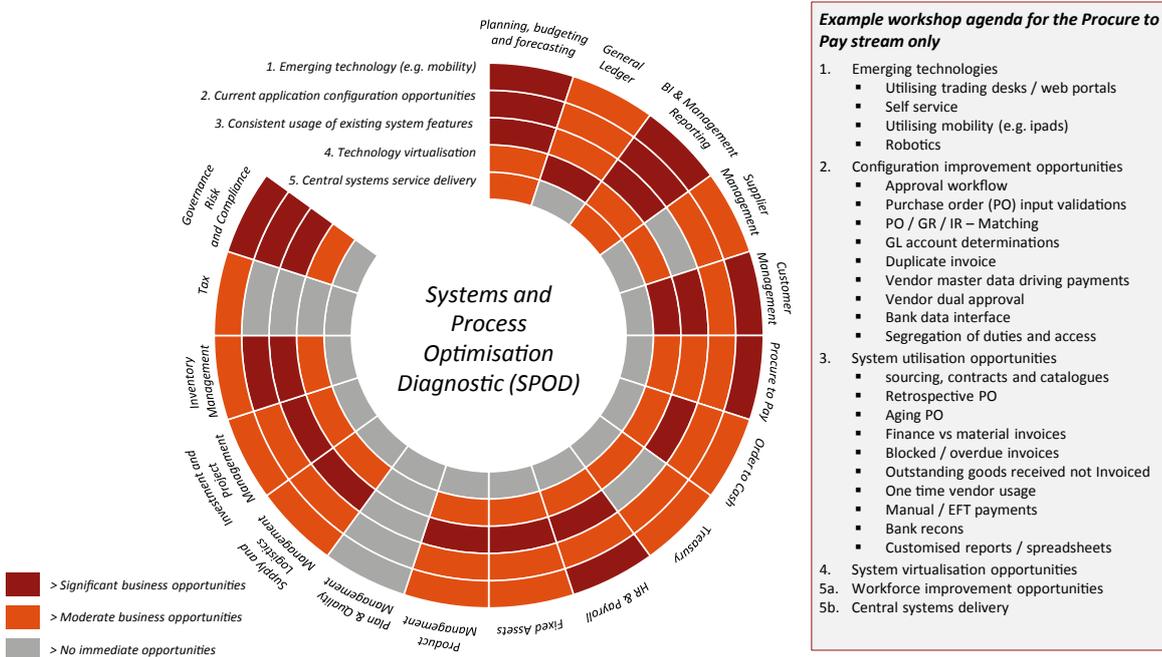
What is the Systems and Process Optimisation Diagnostic (SPOD) and how can this help you?

- Finance systems and emerging technologies are complex and it has never been more important for leadership to stay in touch with the latest innovations and leading practices.
- Many organisations do not have methodologies and experience to rapidly identify systems optimisation opportunities.
- We identify opportunities by performing systems optimisation workshops with key management teams and IT specialists. The workshops are designed to assess the cost versus benefits of improvement options.
- The proposition is unique as it is the only consulting diagnostic that identifies opportunities in all technologies.

The SPOD focus areas



Example deliverable



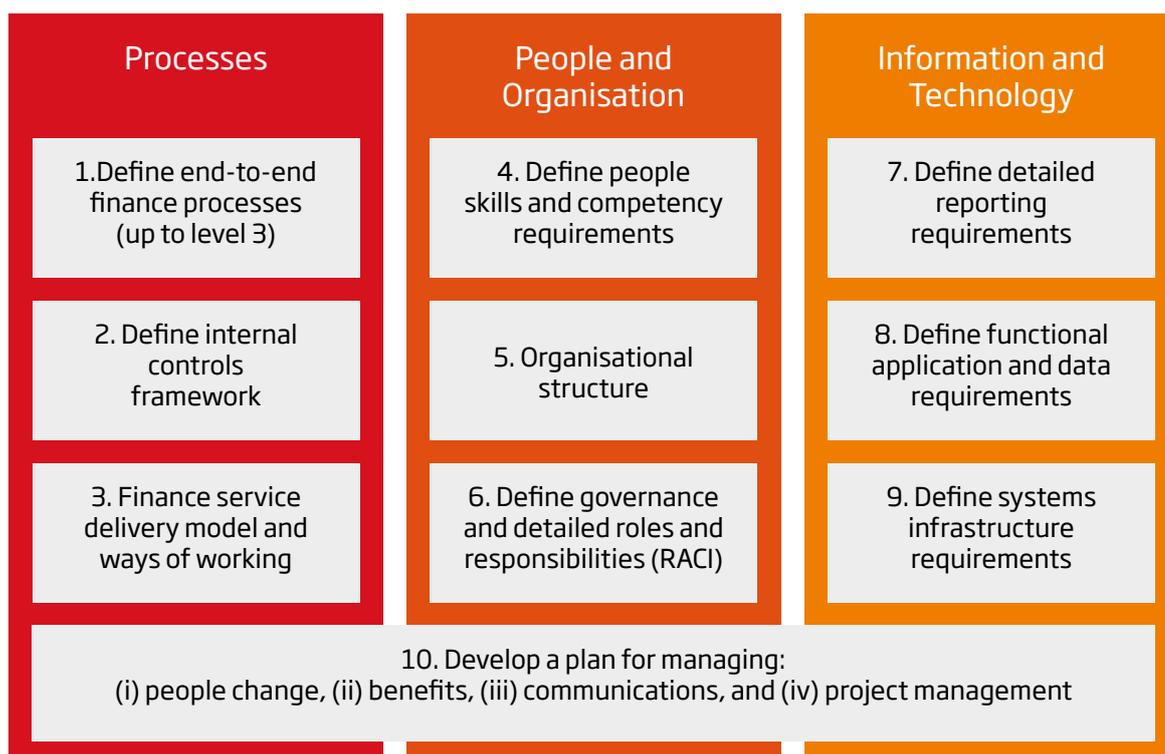
3. RAPID Target Operating Model (TOM) Design

What is the RAPID Target Operating Model (RTOM) Design and how can this help you?

- Finance functions are generally poor at articulating their future vision and how they intend to address business expectations. This is partly due to a lack skills in leading technologies, lean processes and advanced people practices.
- When Finance functions have invested in the design of a TOM it has often taken too much time and cost to complete.
- The Sopra Steria RTOM proposition is unique due to its RAPID approach and the use of innovative tools and workshops.
- Our approach immediately starts the design of the TO BE processes after capturing the current challenges and aspirations. We also use focused Fit Gap workshops to ratify the business design.
- Our high level approach is summarised below:



The RTOM focus areas and deliverables



Conclusions and recommended actions

Conclusions

We are confident that our finance and systems transformation consulting team can help you improve your business by collaborating with you to find innovative solutions for your unique challenges. In this paper we have identified a number of propositions that can help us tailor unique solutions to help you improve your business.

The entry level propositions have been developed to help our clients identify opportunities to improve and find innovative solutions for their unique finance transformation challenges.

Our recommended actions

We recommend that Finance functions review the propositions included in this paper to identify whether there are challenges where you would benefit from further consulting support.

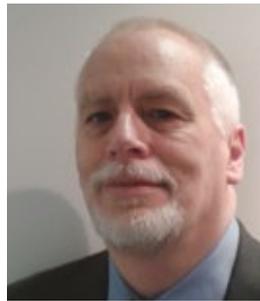
We would also like to suggest an introduction meeting with our finance transformation consulting team to help you explore solutions for potential areas of concern. Our finance and systems transformation consulting team has significant experience and can help you tailor cost effective solutions for all your finance and systems transformation needs.

FINANCE MATURITY ASSESSMENT - Will help you identify Finance function improvement opportunities.

SYSTEMS AND PROCESS OPTIMISATION DIAGNOSTIC - Will help you identify finance systems and process optimisation opportunities.

RAPID TOM - Will help you rapidly design an effective and efficient Finance function Target Operating Model (TOM).

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About Sopra Steria

Sopra Steria, European leader in digital transformation, provides one of the most comprehensive portfolios of end-to-end service offerings in the market: Consulting, Systems Integration, Software Development and Business Process Services. Sopra Steria is trusted by leading private and public organisations to deliver successful transformation programmes that address their most complex and critical business challenges. Combining high quality and performance services, added-value and innovation, Sopra Steria enables its clients to make the best use of information technology.



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