



Cherub Advisory and Consulting Capability

Cherub is a world class Sourcing Advisory and Consulting firm.

We are dedicated to providing practical sourcing advice, consultancy and solutions that integrate business and IT to successfully target growth, efficiency and cost effective delivery of IT services to the Enterprise.

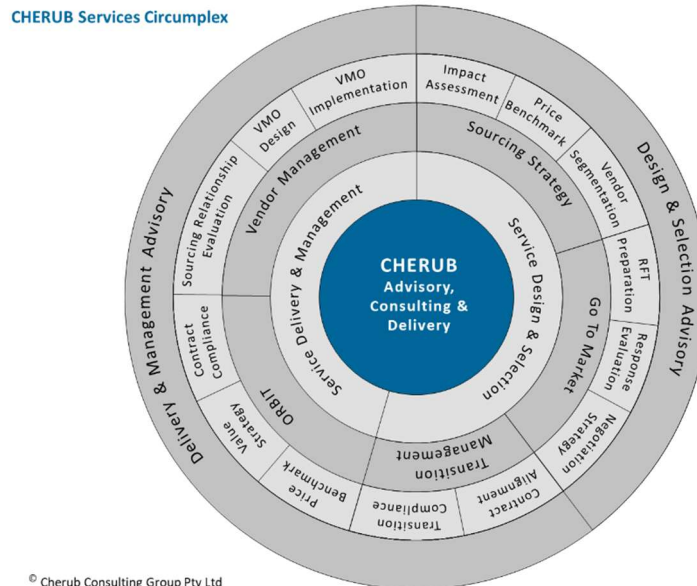
We assist your organisation to succeed by bringing to the forefront:

Leading Thinking	Leading Practice	Leading Advice	Leading Value
<ul style="list-style-type: none">• We are experts in our chosen fields• We are thinkers and doers• We balance the conceptual with the pragmatic	<ul style="list-style-type: none">• We've 'been there, done that'• Our emphasis is on what works and can be implemented• We understand both 'hard' and 'soft' aspects of advisory services	<ul style="list-style-type: none">• We bring approaches, methods and tools that suit the situation• We have deep experience – 'grey hair and scars'• We bring strong interpersonal skills and relationships	<ul style="list-style-type: none">• We have single-minded focus on your situation and challenges• We provide only the necessary levels of external stimulus• We succeed when you succeed

Our experience in business strategy, financial management, and process improvement, combined with our know-how in IT sourcing, vendor management, project management, operational reviews and improvement provides our clients with a comprehensive and powerful business advisory and consultancy asset.

Cherub services

Our Lifecycle Solutions Framework is pivotal in articulating what we deliver and how we deliver it to our clients. It provides a platform for our solutions, consultants and analysts to be client-centric, pragmatic and focused, and offers IT organisations a comprehensive framework for understanding, managing and delivering IT services and solutions to the business.



The Cherub Lifecycle Solutions Framework comprises:

Service Design and Selection

- Sourcing Strategy to set the sourcing direction;
- Go-to-Market to select the solution;
- Transition Management to monitor the health of transition and ongoing transformational projects;

Service Delivery and Management

- ORBIT, a value strategy solution that allows customers to price benchmark, review, refine, and if necessary, undertake rectification of a service contract to help maintain and improve the effectiveness of the sourcing relationship between the customer and the vendor; and
- Vendor Management to support governance and management of the relationship including the design and establishment of the vendor management office and toolsets.

All our solutions are bound by Advisory Services providing customers with deep insights, practical advice, and knowledge based on experience.

Our Value

Our experience along with our well proven and tested methodologies ensures that Cherub delivers a high value proposition for all our engagements.

Experience and expertise

Cherub consultants are all highly experienced, with many years' industry and consulting experience. Our team work closely with our clients in either a direct, on the ground capacity, or in an advisory support capacity as determined by the client's needs.

While we bring a depth of functional expertise, we believe that this provides true value when combined with real world industry experience.

Involvement

We pride ourselves in our flexibility to "roll our sleeves up" and work closely with clients, or to provide expert advice in a more remote capacity.

We actively seek stakeholder engagement and involvement. Our processes are designed to ensure the outcomes meet your expectations and requirements. We don't just 'tick the boxes'.

Market intelligence

We have a deep understanding of the Vendor market. We know the players, their capabilities, and how they may best be leveraged for a client.

Template agreement artefacts fast track the Tender Process

We use our industry leading templates that have been developed over many years with many clients in a wide range of industries, with the benefit being the reduction in cycle time that comes from issuing an accurate and complete document to the market.

Pricing intelligence

Cherub has up-to-date benchmarking data so that the client can perform a "sanity check" on fees, and appreciate the connection between the fees and service schedules. This also gives visibility of pricing that is out of line with the market, or irrelevant for the services being requested.

Flexibility and innovation

Our sourcing lifecycle is indicative of a "traditional approach" to sourcing services, however we are flexible and innovative in methods and techniques designed to meet a client's "less traditional" needs.

Focus

The client can have Cherub as a dedicated resource on the project, which is advantageous where an internal team may be insufficient in number, inexperienced, lack process methodologies and tools or be unable to devote adequate time to the overall process.

Cherub has the experience, focus, and approach to work with you to ensure the outcomes meet your expectations and requirements

Unique Value-for-Money model

Our evaluation approach uses our unique Value-for-Money assessment tool that helps assess the true value of vendor responses. The model recognises that scores arrived at in the evaluation process must be related to fees charged, and is more complex than simply picking the lowest price, or the highest evaluation score. It also appreciates that there are always constraints that must be considered, such as budget or minimum acceptable service.

Negotiating the best deal

Cherub's comprehensive due diligence and negotiation processes, procedures and checklists will position a client for an optimal outcome resulting in a favourable deal. Cherub will guide and assist the client in the conduct of a rigorous due diligence process that identifies potential risks and establishes mitigation steps to manage those risks.

Agreement is one thing - delivery is another

To maintain the momentum of a successful negotiation, the client must be able to resource, manage and support transition to the negotiated arrangement. Cherub can support the client team by acting in a transition manager role, or providing oversight of the transition by conducting independent reviews at strategic milestones of the transition to ensure foundation building blocks are in place and operating as agreed before moving on to the next stage.

Vendor and Services Management focus

Cherub provides tools and templates designed to assist our clients with best practice vendor and services management. Effective on-going management is critical to ensuring you continue to receive value for money, along with delivering on the original business case.

Contact our management team



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