

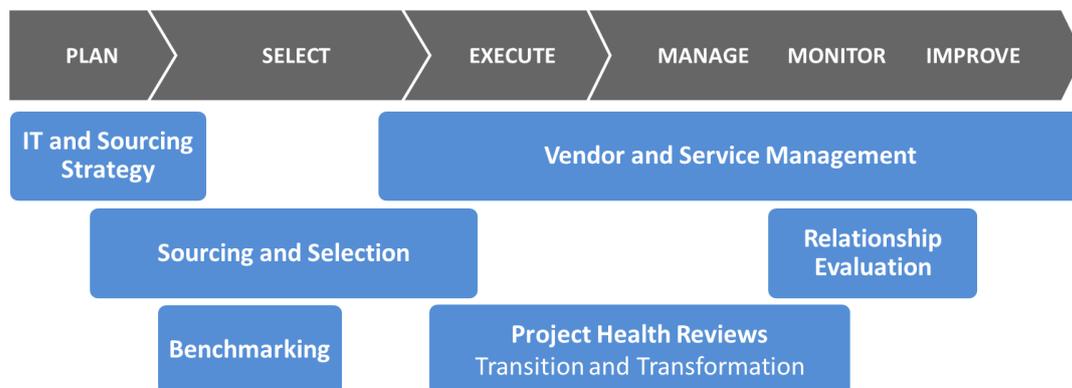
CHERUB Capability

CHERUB is a Sourcing Advisory firm.

We combine our experience in business strategy, financial management, process improvement and business intelligence with our know-how in IT sourcing, contract governance and service management, operational review and improvement and project assessment to provide our clients with a comprehensive and powerful business advisory asset.

What we do

We provide practical sourcing advice and solutions that integrate business and IT to successfully target growth, efficiency and cost effectiveness.



CHERUB approach and methodologies are linked to provide a holistic successful outcome across the entire sourcing lifecycle. Below is an overview of each of our service offerings

IT and Sourcing Strategy

We work with clients to review, develop, and optimise both IT and Sourcing Strategies - precursors to the Sourcing and Selection activities to acquire or develop those solutions:

- **IT strategy** to align IT capabilities with the business strategy and business requirements.
- **Sourcing Strategy** to support the selection of optimal IT sourcing solutions to deliver against the IT Strategy.

Sourcing and Selection

We work with clients throughout the entire sourcing lifecycle to undertake the selection of service providers, technologies, applications, and system integrators. This includes Go To Market, evaluation and selection, due diligence, negotiation strategy and negotiations.

Benchmarking

We provide Price Benchmarking and Comparative Benchmarking services. Price Benchmark assists an organisation to understand the likely cost of a sourcing arrangement. Our benchmark data is strictly confidential and less than 2 years old, which is critical, as IT costs vary dramatically over time. Comparative Benchmarking compares spend, cost efficiency and service effectiveness against peers.

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Vendor and Service Management

We assist organisations to establish a Vendor and Services Management regime which provides a clear understanding of stakeholder responsibilities against the varied types of contracts and stages of the contract lifecycle.

We also support the transition process, whether from one service provider to another, from insource to outsource, or from outsource

to insource. We can act in a transition manager role on behalf of the organisation, or provide a third party review and monitoring of the transition.

Project Health Review

We review an organisation's sourcing projects, from selection through transition to transformation, to give an accurate assessment of the 'health' of those projects. Where a project is failing to meet expectations, such as missing critical milestone points, delivering poor quality outcomes, or placing other projects at risk, our services extend to identifying points of failure, providing recovery plans and working with the parties to facilitate the implementation of those plans.

Relationship Evaluation

We provide an objective appraisal of a sourcing arrangement to give overall answers to "how effective is the sourcing arrangement" and "where can it be improved", providing a roadmap for improvement. An overriding goal is to help 'course correct' and evolve the arrangement over time, to substantially enhance value for providers and recipients.

Our Value

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

Involvement

We work closely with our clients throughout engagements. 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 Go-to-Market 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.

CHERUB has the experience and approach to work with you to realise your business goals

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 count of CHERUB being 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.

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. Due diligence findings from either party are often used at negotiation to leverage requests for changes to the contract or schedules.

**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.

CHERUB provides tools and templates designed to assist

our clients with best practice services and vendor 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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