

Gain-share:

Maximise value and deliver service improvements without large capital investment



Managing IT expenditure across a large organisation has always been challenging and, with today's "as a service" models, that challenge is even more complex. We often see IT and Procurement managers so busy juggling new demands and day-to-day operations that they just don't have the time to perform the strategic reviews of performance, expenditure and suppliers necessary to maximise value.

Dynalogic's consultants have spent many years working at senior levels across a wide variety of sectors, including running enterprise-scale operations on the supplier-side of the IT industry. We understand both the challenges that businesses face and how service providers construct their offerings; providing the insight to extract real cost savings for our customers without compromising the integrity or completeness of the services provided by your suppliers. What's more, it doesn't cost you a penny unless we're successful.

A common, major, pitfall to avoid when taking this approach is that what should be a value-optimising initiative turns into a cost saving drive, which then can result in a reduction in quality and a deterioration of relationships. As experienced IT practitioners we fully understand the risks, trade-offs and supplier delivery models; excellently positioning us to create win-win scenarios with suppliers to ensure they make acceptable profits whilst passing savings back to you.

Over the years we have cultivated strong executive-level relationships with numerous providers of products and services across the entire IT spectrum. We leverage these throughout our engagement to ensure our customers obtain the best pricing possible from either their existing supply chain or new suppliers introduced through this exercise.

Who are Dynalogic Consulting?

We are an IT-focused consultancy practice, drawing on many years of combined experience across a variety of business sectors. Our core focus areas are IT Strategy and Management, Commercial Management, Service Delivery and Project Management; augmented by an extensive associate network, all of whom are considered experts in their field, providing additional capabilities including Technical Consulting, Development, Business Continuity/ DR and Security.

Our engagements are usually with enterprise-level organisations, providing advice and guidance across the whole IT spectrum; acting as an honest broker to deliver the best possible outcomes for our customers.

We maintain strong relationships with specialist supply chain partners to ensure our customers have access to the latest technologies and best advice possible from highly accredited partners; creating the ability for us to construct and deliver end-to-end solutions.

What's our approach?



Prioritise

First, and most importantly, we listen to you. What are you trying to achieve? What suppliers/ services are working well for you and which are causing you pain? How do you perceive your relationships with suppliers and where would you like them to be? This allows us to build a programme of attainable goals where we jointly believe we can create value, with an appreciation and understanding of what's most important to you.



Analyse

A deep-dive analysis will be performed on the areas we agree in the programme, examining spend across the organisation by supplier, reviewing contracts and pricing schedules, assessing supplier performance and benchmarking against market norms. We also take this opportunity to get closer to your business to understand (and sometimes challenge) their requirements and perceptions so that we're fully informed.



Engage & Explore

Acting on your behalf, we will engage directly with suppliers to explore options and map out how they will step up to meet the challenges. This process may take many rounds of discussion over several months, but we will persevere until we're satisfied we've arrived at the best outcome possible. In parallel, where appropriate, we will introduce you to specialist suppliers with whom we've worked extensively to help you understand the art of the possible and to give you alternative options and a clear comparison against your existing suppliers. This provides you with competitive insight, increased flexibility and leverage in negotiation with the existing supply chain partners.



Conclude & Support

We will support your internal team to formalise revised arrangements and to ensure that suppliers then continue to deliver to the agreed quality standards. Our aim is to develop long-term relationships with our customers; our commitment is to remain available to support you beyond the "deal making" stage to ensure the cost savings are genuinely achieved without compromising the integrity of the services provided.

Some examples



Global media company achieved £1m saving

Dynalogic consultants worked with a leading global media and print management organisation to obtain a sizeable saving from their incumbent hosting and managed infrastructure provider. Service performance and contractual obligations were reviewed, and requirements realigned to meet actual business needs, releasing a £600k year 1 saving followed by £200k for each of years 2 and 3. Service performance improved under the new regime which resulted in an extended contract for the service provider, and some of the savings were used to refresh old equipment: a true win-win scenario.



A nation-wide charity undertook a spending review programme, with an objective of achieving cost-savings via centralising purchasing. Dynalogic consultants led the IT workstream - identifying spend patterns and business requirements, putting in place a call-off arrangement with a single supplier for pre-defined product bundles achieving ongoing savings of over 10% a year.



Housing Association reduces 3yr WAN costs by over £500k

A major UK Housing Association had dated technology and legacy contracts with multiple suppliers for connectivity across circa 50 sites in southern England. Dynalogic consultants led an exercise to reassess requirements and engage the market (via the Crown Commercial Services Network Services Framework) to select a new partner, resulting in a 3-year TCO saving of £550k.



Commercial Model

We construct the commercial model specifically to meet the needs of our client – we’re happy to be flexible. In a typical “no-win no-fee” scenario we would expect 30% of the year 1 cost savings, 20% of year 2 and 10% of year 3; and we will continue to work alongside you throughout that entire period to support you, making sure your supplier continues to deliver to the standards agreed.

Contact us at info@dynalogic.co.uk or on **0203 397 8175** to arrange an appointment.



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