

SIMPLIFY THE COMPLEX. PACKAGED CONSULTANCY SERVICES.

The primary objectives of Glue Reply packaged services are to create deliverables that help clients to achieve one or more of the following:

- Understand the current situation or 'current' state
- Visualise change or a 'future' state
- Justify change
- Clarify implications or expectations
- Define an improved process/method or way of working
- Support improvements in knowledge or self sufficiency

GLUE REPLY CONSULTING SERVICES FRAMEWORK (GCSF)

Glue Reply's Consulting Services Framework provides a number of specialist pre-packaged services that help clients clarify understanding, expedite decisions and justify plans and investments.



[1] Strategy Definition / Strategy Review	
Description	<ul style="list-style-type: none"> • A consulting service to clarify, define or validate the medium to long term (i) strategic intent for (ii) focus of direction of (iii) or investment plans in a particular initiative venture
Objectives	<ul style="list-style-type: none"> • To help create management consensus of desire, intent or rationale to make a change in an initiative or venture • To provide a structured process for helping management to agree a focus to their future course of action • To help define the key criteria and considerations by which management can assess alternative change or investment scenarios • To objectively and summarily evaluate one or more alternative strategic scenarios (relative value, impact, risks) • To create a series of associated 'next step' recommendations/actions and high level roadmap
Approach	<ul style="list-style-type: none"> • Glue Reply uses its unique consulting framework that is designed to rapidly and precisely move through the Mobilise, Discover, Analyse, Define and Confirm stages of the process using pre-defined templates and tools.
Deliverables	<ul style="list-style-type: none"> • Strategy definition report • Executive management presentation <ul style="list-style-type: none"> • Problem /opportunity definition • Statement of direction and intent • Summary of alternative scenarios • Recommendations & input to high-level roadmap
Effort / Cost	<ul style="list-style-type: none"> • Typically 25 to 50 days effort
[2] Business Case Development	
Description	<ul style="list-style-type: none"> • A consulting service that quickly helps clients to determine the commercial viability of a given initiative, intended change/investment or project by analysing strategic scenarios, investment propositions, proposed initiative/project.

<p>Objectives</p>	<ul style="list-style-type: none"> • To ensure costs & benefits are rigorously quantified • To ensure timescales & methods for benefits realisation are clearly understood • To provide a vehicle for capital approval and project funding authorisation • Communicate the business justification to relevant stakeholders • Provide confidence to underpin go/no-go decision • Provides the baseline for cost/benefit tracking and 'kill' or 'proceed' decisions during initiative/project lifecycle
<p>Approach</p>	<ul style="list-style-type: none"> • Glue Reply has developed a business case creation framework that can accelerate and de-risk the business case development process
<p>Deliverables</p>	<ul style="list-style-type: none"> • Business case document & management summary presentation <ul style="list-style-type: none"> • Describes the intent, rationale & objectives behind change/investment/initiative • Determines the cost/benefit analysis & benefits realisation plan • Considers business case outcomes, implications, dependencies & recommendations
<p>Effort / Cost</p>	<ul style="list-style-type: none"> • Typically 25 to 50 days effort
<p>[3] Technology Selection</p>	
<p>Description</p>	<ul style="list-style-type: none"> • A consulting service that assists the management team in selecting tools/technologies/applications for implementation in to the current technology estate
<p>Objectives</p>	<ul style="list-style-type: none"> • To define the capability (functional, technical, operational and non-functional) requirements • To assess technologies against the requirements • To assess ancillary & soft criteria of technology, application & vendor • To provide recommendations, considerations and risks
<p>Approach</p>	<ul style="list-style-type: none"> • Glue Reply has developed a technology selection process, tools and templates that expedites the definition of the key selection criteria and selection approach

Deliverables	<ul style="list-style-type: none"> • Requirements & compliance matrices • Vendor/technology summary • Selection weighting process & report • Executive management presentation
Effort / Cost	<ul style="list-style-type: none"> • Typically 40 to 70 days effort
[4] Roadmap	
Description	<ul style="list-style-type: none"> • A consulting service that helps clients to understand the current state in relation to a future/desired state and provides the “management plan” with a sequential milestone plan of activities with risks & considerations to achieving the desired state
Objectives	<ul style="list-style-type: none"> • To provide initial budgetary input effort required for an organisation to move from one state to another • To define the to-be state & review the current state • To create the transition plan • To agree the budget & resource requirements for the transition
Approach	<ul style="list-style-type: none"> • Glue Reply leverages process and content from its Enterprise Architecture repository to accelerate delivery
Deliverables	<ul style="list-style-type: none"> • Prioritised and sequenced plan with associated descriptions • Defined management objectives & aligned deliverables • Resource estimates & ‘execution’ capability profile
Effort / Cost	<ul style="list-style-type: none"> • Typically 40 to 70 days effort
[5] Proof of Concept	
Description	<ul style="list-style-type: none"> • A consulting service that helps clients to prove the capability of new technologies, methods or approaches via the definition of a narrow and well defined sample scope and clear success criteria
Objectives	<ul style="list-style-type: none"> • To test, validate or prove certain assumptions behind the client’s selection or claims made by the vendor or service provider • To understand in further detail the ‘impact’ of the proposed investment so as to create a more informed ‘readiness’ plan pre or post investment • To define some clear criteria for success against which an investment commitment will be made and the organisation proceed to execute on such investment.
Approach	<ul style="list-style-type: none"> • Relevant sections of Glue Reply or best practice methodology for the given domain

Deliverables	<ul style="list-style-type: none"> • Working ‘Scenario Pilot’ • POC report • Management Summary presentation <ul style="list-style-type: none"> • Detailed re-assessment of ‘tested’ capabilities aligned to conclusions from the Selection process • Detailed report on POC performance, identified issues & client risks • Recommendations and inputs into ‘readiness’ plan
Effort / Cost	<ul style="list-style-type: none"> • Domain and scope dependant
[6] Impact Assessment	
Description	<ul style="list-style-type: none"> • A consulting service that helps clients to review and understand the potential impact of new technologies/processes/methods on the current environment
Objectives	<ul style="list-style-type: none"> • To create a clear statement as to the synergies, overlaps, conflicts and implications of change or the introduction of something ‘new’ into the organisation • To provide clear recommendations as the best way to proceed or justification for delay or cessation • To provide summary recommendations for the process of implementing the change or introduction
Approach	<ul style="list-style-type: none"> • Glue Reply uses its unique consulting framework that is designed to rapidly and precisely move through the Mobilise, Discover, Analyse, Define and Confirm stages of the process using pre-defined templates and tools.
Deliverables	<ul style="list-style-type: none"> • Impact assessment report • Management summary presentation
Effort / Cost	<ul style="list-style-type: none"> • Typically 20 to 50 days effort
[7] Readiness Assessment	
Description	<ul style="list-style-type: none"> • A consulting service that helps clients to assess the readiness of the client or partner to proceed with a project/programme/initiative
Objectives	<ul style="list-style-type: none"> • To review the initiatives readiness in terms of: <ul style="list-style-type: none"> • Organisation • Architecture, methods & approach • Capability • Risks, issues & constraints

Approach	<ul style="list-style-type: none"> • Glue Reply has developed a number of packaged readiness assessment tools and templates that ensure full coverage of the life-span of initiatives or programmes
Deliverables	<ul style="list-style-type: none"> • Readiness assessment report • Readiness assessment checklist / tools • Management summary presentation
Effort / Cost	<ul style="list-style-type: none"> • Typically 20 to 50 days effort
[8] Project Mobilisation	
Description	<ul style="list-style-type: none"> • The maturity assessment service supports the organisation in understanding exactly where it sits in terms of the overall maturity of its capability and investment to identify opportunities for future evolution and change
Objectives	<ul style="list-style-type: none"> • Increase management understanding of the benefit of the capability and the required/nominated changes • To provide guidance to it management about how to improve, evolve or adapt the competency
Approach	<ul style="list-style-type: none"> • Glue Reply has developed a rapid deployment project mobilisation framework that helps expedite the initiation stage of projects and programmes
Deliverables	<ul style="list-style-type: none"> • Project /Programme mobilisation report • Documentation Checklist • Project /Programme initiation document, roles & responsibilities & plan • RAID log
Effort / Cost	<ul style="list-style-type: none"> • Domain and scope dependant
[9] Maturity Assessment	
Description	<ul style="list-style-type: none"> • A consulting service that assists the project team to define and plan the project using a proven initiation/mobilisation framework
Objectives	<ul style="list-style-type: none"> • To provide the input and capability to complete the initiation stage of a project • To set-up the organisation, processes, methods, approach, scope and raid for project delivery
Approach	<ul style="list-style-type: none"> • Glue Reply has developed a number of packaged maturity assessment tools and templates that ensure full coverage of the life-span of initiatives or programmes

Deliverables	<ul style="list-style-type: none"> • Maturity assessment report • Maturity assessment checklist / tools • Management summary presentation
Effort / Cost	<ul style="list-style-type: none"> • Typically 20 to 50 days effort
[10] Audit / Health Check	
Description	<ul style="list-style-type: none"> • A consulting service that provides management with a view of the current and future capabilities and limitations of the environment
Objectives	<ul style="list-style-type: none"> • To provide management with a view of the current health of a situation in order to make stop/go decision • To identify performance issues and bottlenecks (root cause) • To review current organisation, processes, methods, approach, scope and raid for the project (adherence) • To provide recommendation to proceed/not proceed and implementation options for improvement • To provide recommendations and options
Approach	<ul style="list-style-type: none"> • Glue Reply uses its unique consulting framework that is designed to rapidly and precisely move through the Mobilise, Discover, Analyse, Define and Confirm stages of the process using pre-defined templates and tools.
Deliverables	<ul style="list-style-type: none"> • Situation audit report • Management summary presentation
Effort / Cost	<ul style="list-style-type: none"> • Typically 15 to 30 days effort
[11] Migration / Upgrade Planning	
Description	<ul style="list-style-type: none"> • A consulting service that assists the management team to define the scope and plan a migration/upgrade using a proven technology migration framework
Objectives	<ul style="list-style-type: none"> • To analyse and model current and future states • To create a robust and complete plan to reduce the risk of technology migration • To provide a vehicle for project scoping and dependency planning • To underpin go/no-go decision • Provides the baseline for cost/benefit tracking and decisions during project lifecycle • To provide recommendation and options

Approach	<ul style="list-style-type: none"> • Glue Reply uses its unique migration framework that is designed to rapidly and precisely analyse and confirm the platform and customer specific aspects of migrations and upgrades.
Deliverables	<ul style="list-style-type: none"> • Migration analysis report • Project migration plan • Project initiation document, roles & responsibilities & plan • RAID log
Effort / Cost	<ul style="list-style-type: none"> • Domain and scope dependant
[12] Review	
Description	<ul style="list-style-type: none"> • A consulting service that assists the management team to review the current situation to determine its relevance and if it has sufficient definition to be translated in to a set of viable objectives, plans and deliverables
Objectives	<ul style="list-style-type: none"> • To identify key issues & concerns • To provide options for decision making • To remove constraints and imposed limitations
Approach	<ul style="list-style-type: none"> • Glue Reply uses its unique consulting framework that is designed to rapidly and precisely move through the Mobilise, Discover, Analyse, Define and Confirm stages of the process using pre-defined templates and tools.
Deliverables	<ul style="list-style-type: none"> • Review report • Recommendation and options • Management summary presentation
Effort / Cost	<ul style="list-style-type: none"> • Typically 25 to 35 days effort



Glue Reply is UK's leading consulting services organisation focused exclusively on optimising IT/Business alignment and minimising the cost of business and IT technology change. Our core proposition is to help organisations maximise the value from their change and technology investments by helping them define, design, implement and resource best practice:

- Enterprise architecture and business/technology change management processes, roadmaps and competencies;
- Business design and process management initiatives;
- SOA, integration and data management platforms.