

# PETER ALLEN & PARTNERS

A unique source of expertise in all aspects of the "As A Service" economy. We are accomplished practitioners in the art of designing and implementing technology-enabled service models, with emphasis on the commercial/operating aspects for scaled adoption.



## Value Proposition for Corporate Shared Services & Outsourcing Executives

### **The Problem Statement:**

Enterprises are increasing the use of Shared Services and Outsourcing as a technique to balance growth, cost and quality/consistency of business functions. Opportunities are emerging to buy/subscribe "As A Service" utilities as part of a holistic services architecture. These service options vary materially from historical approaches and require insights and expertise to guide in the migration.

### **The Impact We Make:**

Our Corporate Clients develop progressive approaches towards capitalizing on industry services innovations and make informed build-versus-buy decisions that yield accelerated implementation timelines, reduced risk, lower capital expenses, and scaleable service partnerships.

## Services

### **Strategic Intent**

### **Situational Questions**

### **Outcomes We Achieve**

#### **"As A Service" Strategy**

How do our business support functions align with the broader corporate priorities?  
What functions/services are targets of opportunity for "As A Service" engagement?  
What should our build-versus-buy criteria comprise?  
What are our service evolution/migration priorities over time?  
Can we participate in the "As A Service" economy as a provider of technology-enabled services as a channel for our products?

Strategic Planning For "As A Service" Adoption and Exploitation  
Current State Assessment  
Service Decision Criteria  
Service Evolution Priorities

#### **Opportunity Qualification**

What is the market status of relevant "As A Service" offerings?  
What are the change implications to moving to an "As A Service" model of operating?  
What steps must we take to implement an "As A Service" architecture for our company?  
Are our current Service Providers aligned with our strategy?

Services Conversion & Adoption Framework  
Opportunity Sizing & Implementation Roadmap  
Partner Evaluation

#### **"As A Services" Adoption**

What is the most appropriate organizational construct to enable our "As A Service" model of operating?  
How should we engage third-party service partners to effect a commercial agreement aligned with our strategy?  
What is the most appropriate approach toward services transition, including legacy process/resource retirement?  
What is the most appropriate services life-cycle management approach for us?

Service Architecture Design  
Shared Services Evolution Roadmap  
Service Catalog Design & Implementation  
Contemporary Transaction Advisory techniques  
Change Management Enablement

#### **Service Effectiveness**

Are we operating in a fashion that maximizes our opportunities for "As A Service" benefits?  
Do we have the leadership and talent to effectively mitigate our risks and deliver on our transformation ambitions?  
Are we connected with the strategic needs of the business?

Service Relationship Planning  
Service Effectiveness Reviews  
Service Renewal/Refresh Strategies  
Dispute Resolution  
Interim Management