

02

TECHNOLOGY VENDORS

■ SHAPING & DISCOVERY



Has your client gone through technology selection at the same time as making ongoing changes to the operational structures and processes?

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Does your client have a clear understanding of their current operating models (people, process and technology) and principals at a global level?

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Are you struggling to navigate the multiple teams, countries and global stakeholders to get agreement to the approach and plan?

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Are you spending all your time coaching internal client teams on your product and processes for implementation?

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Are you finding it difficult to explain why your client should stick to an 'Out Of The Box' process rather than just doing what they do today?

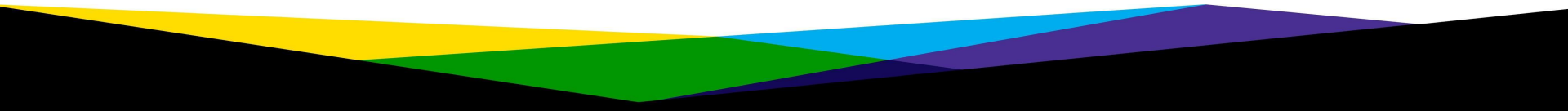
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"Leveraging our experience as senior industry banking veterans, we help share knowledge from large and complex businesses to help transform how growth businesses work."

SEAN VICKERS
Managing Partner

 **SOUND FAMILIAR?**



We have a proven track record in helping Financial Institutions prepare for delivery of their chosen CLM platform

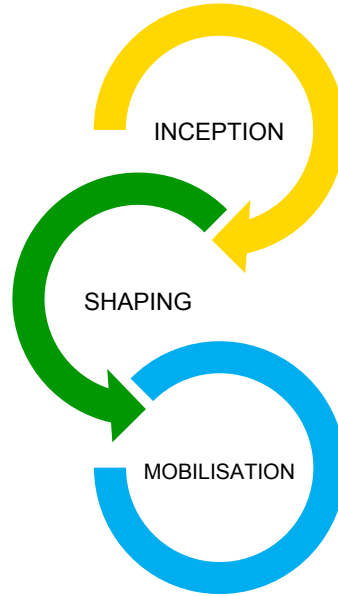
– Our approach to shaping will normally take between 8 to 10 weeks, depending on the complexity of the organisation

– Through workshops and 1:1 meetings we will ensure the business case has been reviewed and documented, initial scope agreed and that there is sufficient understanding of how the current state maps against the new platform

– We document findings working with you and your teams to ensure the project can move smoothly into Execution, without re-working key deliverables

– We work in partnership with you and ensure the client's project teams are upskilled through the initial phases, maintaining a consistent lead throughout the project

OUR APPROACH



WHAT AURORA BRING TO SHAPING & DISCOVERY

First-hand knowledge of setting global on-boarding operations aligned to business outcomes

– Customer-First view with Financial Crime and regulatory obligations at the heart of the business

– Current state CLM model reviewed against our baseline to provide a first view of risks and opportunities

– Best practise knowledge to enable quick-turnaround to define target state operating model, requirements and roadmap

– Proven track record in helping Financial Institutions prepare for delivery of their chosen CLM platform

Shaping can take a little as 8 weeks to determine target state operating model

– Support to review and document business case, initial scope and sufficient understanding of current state against the new environment

– Work alongside to document findings so project moves smoothly into Execution, without re-working key deliverables

– We work in partnership and upskill the project teams through each phase

THE TEAM

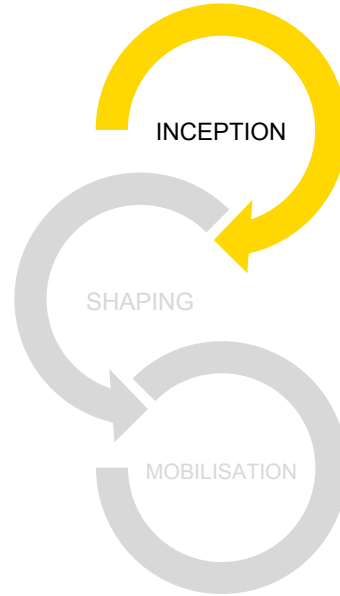


Our first stage of the process includes assessing and agreeing a programme of work

KEY OUTCOMES

- ✓ Syndicated Vision
- ✓ Articulated Benefits
- ✓ Engaged Stakeholders
- ✓ Baselined Current State:
 - Operating model
 - Systems
 - Data
 - Policy and Regulation

THE TEAM



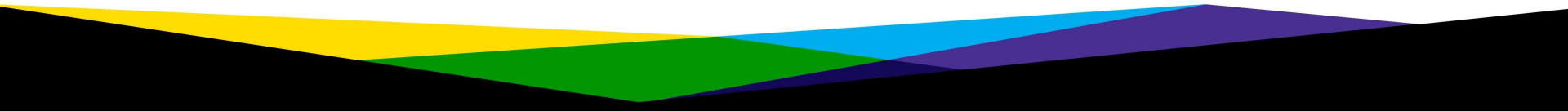
ACTIVITIES

- ✓ Agree program vision and objectives
- ✓ Agree program roadmapping & scope
- ✓ Document Current Operating Model
- ✓ Current state of policy and regulations
- ✓ Current state of systems and data architecture
- ✓ Assess and prioritise pain points
- ✓ Assess potential benefits
- ✓ Draft and agree Business Case
- ✓ Stakeholder selection and engagement
- ✓ Creation of governance model

10
DAY REVIEW

03
WEEK PERIOD

INCEPTION

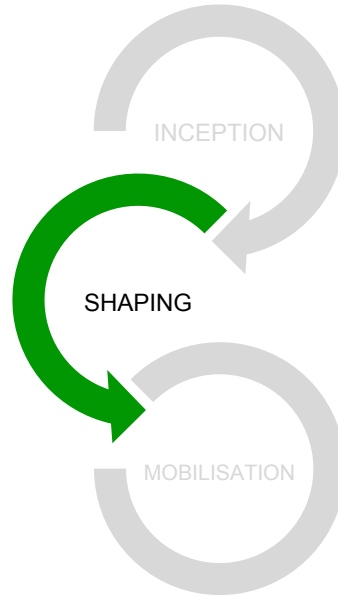


Our second stage moves on to designing the future landscape

KEY OUTCOMES

- ✓ Bespoke Customer Experiences
- ✓ Optimal Target Operating Model
 - People
 - Process
 - Technology
 - Data
- ✓ Complete Gap Analysis
- ✓ Clear, realistic scope and roadmap
- ✓ Articulated Requirements

THE TEAM



ACTIVITIES

- ✓ Define program and project objectives
- ✓ Define implementation scope, phasing and roadmap
- ✓ Define Target Operating Model
- ✓ Define application and data architecture/mastering
- ✓ Design processes and user journeys
- ✓ Define systems integrations
- ✓ Complete Gap Analysis between Operating Model and application
- ✓ Detail requirements
- ✓ Determine configuration effort and cost

35

DAY REVIEW

08

WEEK PERIOD

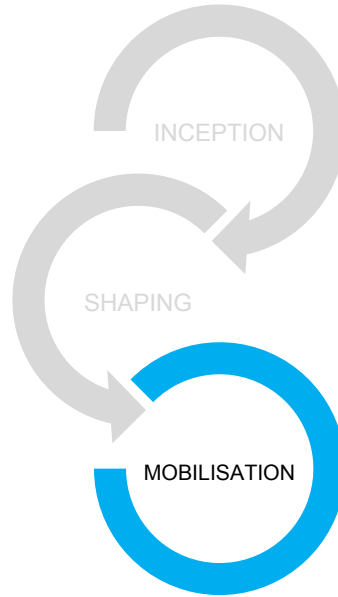
 **SHAPING**

Our next stage is all about the practical implementation

KEY OUTCOMES

- ✓ Best Practise project governance and control
- ✓ Practical decision making with Gateway Reviews
- ✓ Optimised operating model to maximise value from application
- ✓ Practical industry experience to guide implementation
- ✓ Engaged teams to drive delivery
- ✓ Industry best-practise project delivery

THE TEAM



ACTIVITIES

- ✓ Set-up and drive projects
- ✓ Effective action planning and issue resolution
- ✓ Guide internal teams with SME knowledge and decision making
- ✓ Embed policy and procedure changes
- ✓ Drive effective delivery with practical industry expertise
- ✓ Optimise operating model to maximise value from application
- ✓ Implementation planning

Duration dependent
on scope and
delivery approach

MOBILISATION



We don't operate like a normal consultancy, we focus on honest advice, using real-life examples and experience to drive real value.

JIWAN LALY
Managing Partner

YOUR BUSINESS GOALS, OUR BUSINESS KNOWLEDGE

We're a London-based boutique consultancy with global reach.

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With decades of real life business and technology expertise, we're by your side to help shape and deliver your biggest business ideas.

–
Former financial services' leaders rather than consultants, with decades of experience across all customer segments and spanning functions including COO, strategy, technology, change delivery, sales and risk

–
We help businesses shape their strategic vision by partnering to define their future – mission, objectives, values, culture and operational leadership.

–
We deliver change across technology, process, operations, and people applying rigorous governance, planning and structure.

–
Our team combined with the latest strategy and technology tools can help shape and deliver your biggest business ideas effectively.



"What I get when I speak to the Aurora team is experience, pragmatism and solutions. They never come across as Consultants, more like experienced colleagues or mentors."

COO
IB Middle Office, Tier 1 Bank



■ WHY WORK WITH AURORA?