

## Sample Engagements

	Scale				Industry					Service				Critical Success Factors*										
	< £10m	£10m - £50m	£50m - £100m	> £100m	Financial Services	Comms & Hi Tech	Manufacturing	Government	Other <sup>1</sup>	Diagnose	Shape	Mobilise	Guide <sup>3</sup>	Purpose	Leadership	Stakeholders	Blueprint & Roadmap	Bus. Case & Funding	Delivery Process	Plan	Resources	Governance	Performance Mgt.	
UK criminal justice programme				■				■		■	■	■	■	■	■	■	■	■	□	□	□	□	□	□
Infrastructure & outsourcing provider				■		■				■	■				□		■	□	■	□	■	□	□	
Recently integrated financial provider				■	■					■	■					□	■	■		□		□		
Global consulting firm			■						■		■	■	■	■	■	■	■	■	□	□	□	■	□	
Credit card platform provider			■		■					■	■	■		□	□	■	■	■	□	■	■	□	□	
Mobile device manufacturer			■			■	■				■	■	■		□	■	■	□	■	■	□	□	□	
Automotive start-up			■				■			■	■	■	■		□	■	□		□	□	□	■	■	
Automotive manufacturer			■				■			■		■	■	□	■	□	□		□	■	□	■	■	
Credit card issuer		■			■					■	■	■	■	■	■	■	■	■	□	□	□	□		
Global logistics company		■						■		■	■			■	□	■	■	□		□	□	■	■	
Credit card issuer		■			■						■	■	■	□	□	□	■	■	■	■	□	■	■	
Global consulting firm		■						■		■	■	■	■	■	□	□	■	□	■	□	□	□		
UK Government Agency		■						■		■	■	■		□	■	■	□	□		■	□	■		
Mobile telecoms provider		■				■				■	■	■		□	■	■	□		□	□		■	■	
Insurance provider		■			■					■	■	■	■		□	■	□	□	■		□	■	■	
Innovative mobile technology company	■					■					■	■	■		■	□	□	■	□	□	■		□	

Notes:

<sup>1</sup> Other industries include: Professional Services; Logistics; Utilities

<sup>2</sup> Other fields include: HR; Information Management; Trading

<sup>3</sup> In many cases, we were directly responsible for the execution, not just guiding clients

**\* Key:**

- - Central focus of the engagement
- - Important focus of the engagement
- Not a main focus