



BoseUK

25 YEARS OF EXPERIENCE  
CONSULTING EXPERTS

I have pleasure in sending you our 2016 Services Brochure for our firm BoseUK Consulting. Our Consulting Experts will provide your organisation with the very best of international consulting and C-Level Executive experience, combining local knowledge and wide experience of the GCC region.

BoseUK Consulting is focused on consulting to the Financial Services and Telecoms markets in the Gulf Cooperation Council countries. The GCC region is experiencing continued growth in the Financial service and Telecoms sectors, driven by long term economic developments, increasing personal wealth and higher global competition.

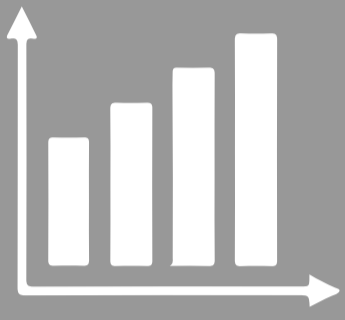
Business  
IT Strategy  
& Planning



Business & IT Strategy & Planning

BoseUK consulting advises on Business, Financial and IT strategies, conducted by qualified experts in each field. Backed up by proven strategic methodologies and case studies from different organisations. We use CMM, Capability Maturity Model, to assess the hierarchy of needs within the organisation.

- Strategic Analysis - within a defined framework
- Externally oriented planning - situational & competitive analysis
- Multi-year Financial Planning - Capital allocation to projects & business units
- Financial Planning - Annual budgeting and planning processes



Strategic analysis will necessarily involve many parties and research sources for the organization and its relationship to the environment in which it operates. Our methods include Balanced Scorecard and Strategy maps, SWOT and PEST analyses, Scenario Planning, Five Forces analysis, Growth Share Matrices and others relevant to a particular assignment. We also specify, select and deploy strategy software including executive dashboards, cross- organisation consolidation systems and Business Intelligence Software. We can also guide clients on the innovative use of agile methodologies such as SCRUM as applied to strategy planning and implementation.

Multi-Year Financial planning is typically a for a 3-5 year period across the organisations' business operations and projects. The focus is on meeting the strategic and business goals within the financial targets, constraints and assumptions. We have developed a number of Financial markets and Telecoms specific modeling templates that allow a detailed understanding and "what-if" approach.

We have conducted complex IT Strategic studies covering all aspects of the IT function within a Client organisation including:

- IT vision
- Business strategy & high level requirements
- Future architectural state
- Standards, policies, methodologies
- Preferred technology platforms
- Buy or build strategy
- Future systems state
- Quality management
- Organizational structure
- Resource deployment
- Employment system
- Infrastructure future state
- Overall costs and benefits
- High level initiatives

We provide expertise in the comprehensive BSP (Business Systems Planning) methodology which creates a technology roadmap that aligns IT investments and business strategy. A full BSP analysis is a 15 Step process divided between; preparation analysis and conclusions. The benefits for Senior Management are:

BSP also makes useful contributions to an organisation's Business Process Re-engineering projects.

- Case Study – Major North American Stock Exchange IT Strategy.
- Case Study – Emerging market, Central Market Regulator – Strategy and 5 Year Business Plan
- Case Study – Emerging market, Stock Exchanges – 5 Year Business and Financial Plans

- Understand issues and opportunities with current applications
- Develop future technology supporting the enterprise
- Provide executives with direction and a decision-making framework for IT expenditures
- Provide the IT Department with a developmental blueprint

Legal & Regulatory  
Advice



As Financial and Telecoms markets develop their corporate organisations and national infrastructure, a robust and relevant legal and regulatory environments plays an important part in achieving long term, sustainable growth and protecting the investors and users.

At BoseUK we deploy world class lawyers and regulators to advise on and draft laws and regulations in many different markets. Our approach includes comparisons with prevailing global standards and best practices, including BIS, IOSCO G20 and others, as well as regional and selected country comparisons and producing gap regulatory analyses when introducing new central services.

We maintain close cooperation with global law firms to include them in multi-disciplinary teams headed by BoseUK. We ensure that the strategic, business and technological aspects of an assignment are complemented by the most appropriate legal and regulatory environment. BoseUK advisors have worked with national regulators in numerous developed and emerging markets to find the best solutions to achieve market development. BoseUK experts also assist clients in contractual negotiations on technology projects and can supply detailed, best practice templates and experienced negotiators and legal counsel as needed.

- Case Study – Major emerging market Central Counterparty Legal & Regulatory Analysis.
- Case Study – Contractual development and negotiation for a very large, multi-system project in the GCC.

Project &  
Implementation  
Management



Project & Implementation Management

BoseUK is renowned for its ability to manage and staff successful consulting and system implementation projects in complex environments.

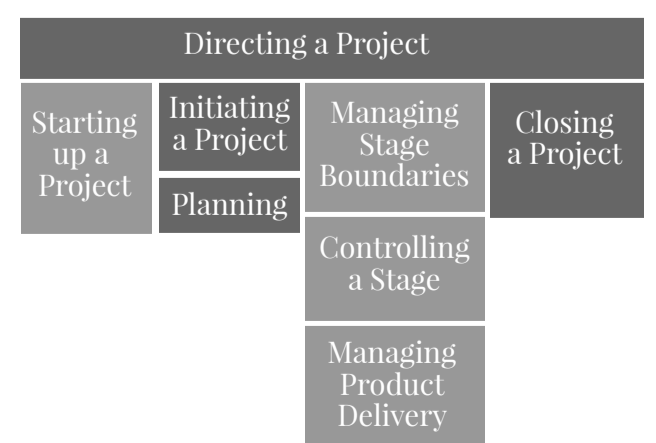
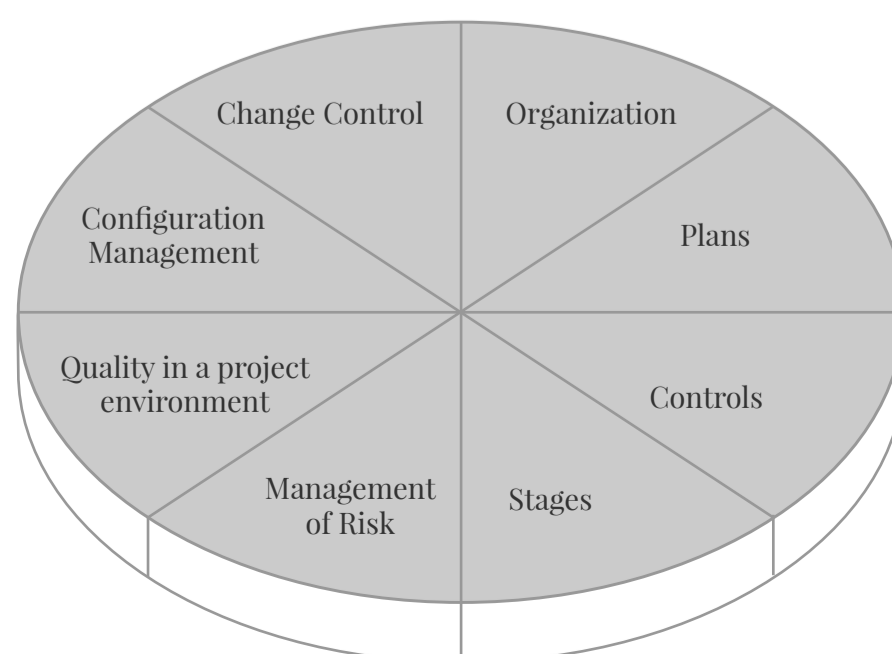
Our firm offers expert Project managers qualified in PMP and PRINCE2. For complex projects we recommend the PRINCE2 project management methodology developed by the UK Government, It is the only public domain project management method; PRINCE2 is recognised as a standard in the public sector and has also been widely adopted in the private sector.

PRINCE2 provides a generic project management framework suitable for use on all types of projects. The methodology consists of a set of processes covering the project lifecycle from start-up to closure, and project management techniques such as product-based planning and quality review. It also describes a number of project management components such as risk management, quality, project controls, organisation, configuration management, and change control.

The components of the PRINCE2 methodology cover the following project areas.

The 8 process stages in PRINCE2 are shown in the centre of the figure. The BoseUK project management team will work closely with their Client counterparts to make sure of proper communication, reporting and issue resolution at all stages of a project. Our firm has a strong track record of delivering to time and budget by following the proper processes.

Case Study - Major European Central Market Institution Core System Development.



## Business Process & Re-engineering



BoseUK will examine the bottom-up business processes within the organisation and re-think and re-design them to allow the enterprise to improve in three main areas:

- Improve customer service
- Reduce operational costs
- Compete more effectively including better time-to-market and productivity

Business Process Management (BPM) identifies, analyses, and re-designs an organization's core business processes with the aim of achieving dramatic improvements in critical performance measures, such as cost, quality, service, and speed. The overall processes are considered to avoid perpetuating barriers to improvement caused by departmental focus on sub-processes.

We start with a high-level assessment of the organization's mission, strategic goals, and customer needs and ask basic question to verify that these goals, and assumptions behind them, are still relevant.

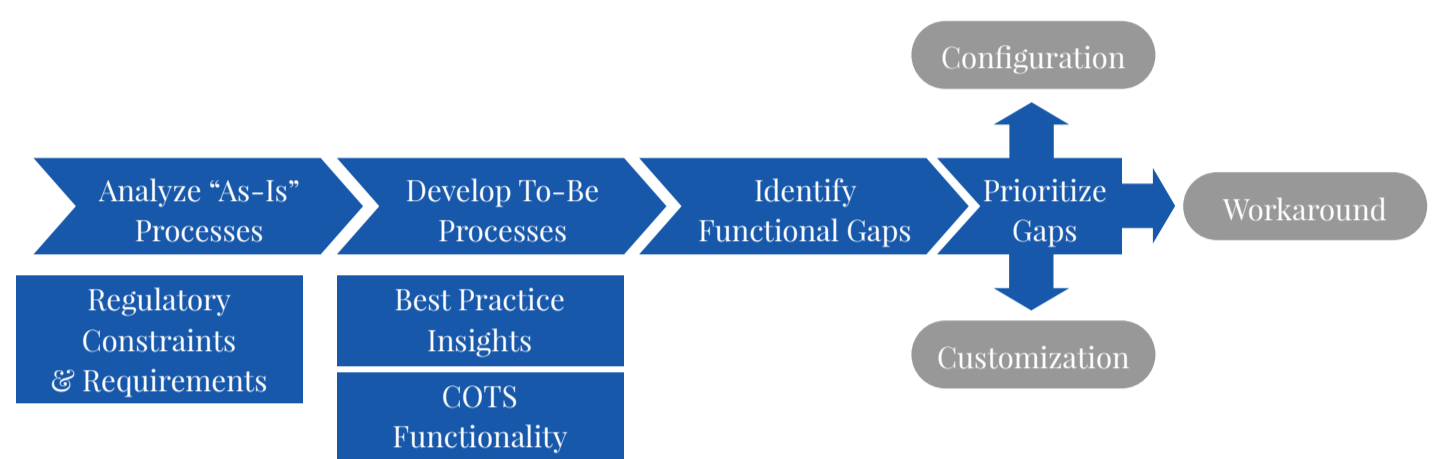
Although we look at how IT can support better BPM, we do not advocate simply automating existing activities but look at how to add value to achieve the three main goals. Examples of IT enablers for BPM are:

Work flow management systems  
 Browser based interfaces  
 Shared databases  
 Decision-support tools  
 Expert systems  
 Wider use of Telecommunication networks  
 High speed wireless data networks  
 High performance computing  
 Mobile devices  
 Automatic tracking of software and physical products

The BPR process often produces radical change which, after initial improvements, can be monitored and enhanced continuously across the organisation using a Total Quality Management (TQM) approach.

BoseUK ensures that the Client's Enterprise makes maximum use of the findings from the BPR process and we often work directly with Client management and teams to implement radically improved processes.

Case Study - Major GCC Investment Bank Custody Process improvement.

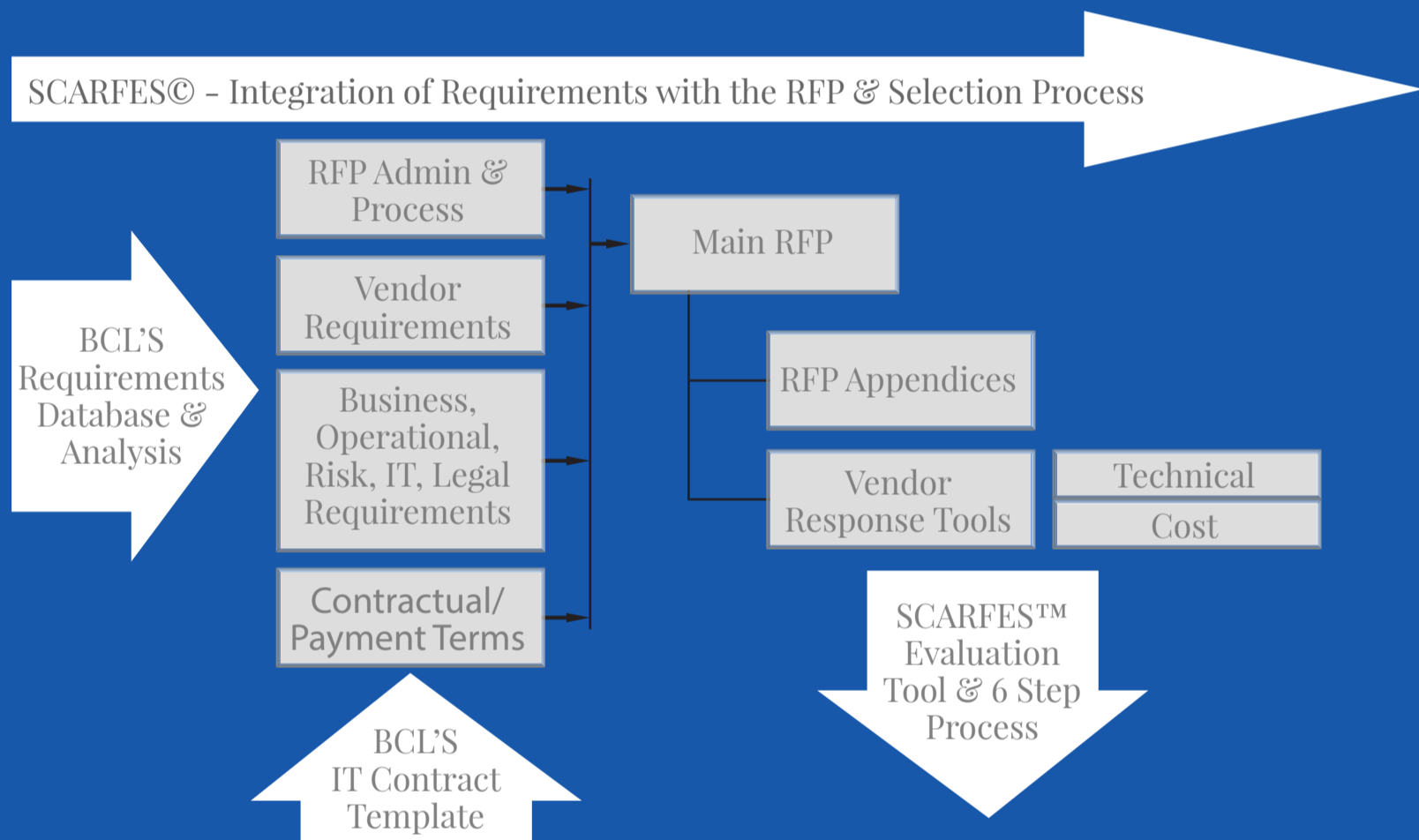


## Vendor & System Selection



We use a specialist methodology, proven with many Clients, to collect business and IT requirements and integrate these in to a Request for Proposal and vendor / system evaluation and selection process. Uniquely, BoseUK has developed the SCARFES© methodology, as outlined below.

SCARFES© - Scored Criteria Assessment Ranking For Effective Systems. A detailed methodology specifically for complex vendor and system procurements.



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The methodologies we use ensure Client involvement and approval at all critical stages during the selection process and adherence to any internal procurement policies they wish to use. The result is an optimum, functional, technical, cost and long-term support solution for the Client's needs.

Case Study - Major GCC Stock Exchange and Central Securities Depository.

## Senior Directors of BoseUk Consulting



Tawfeg Al-Utagey is a senior figure in the Saudi and GCC Technology world with 26 years of experience and has held several senior positions in the Saudi financial sector. He has directed several complex business and technology projects throughout his career.



Khaled Al-Khattaf has held several senior positions in the public and private sector in finance and investment and a member of several boards. Khaled's senior level experience and range of positions will bring a wealth of knowledge and business insights on the operation of the business and economies across the GCC region.



Goutam Bose has over 28 years of consulting experience having formerly held senior positions in PWC Consulting and E&Y Consulting in London. He has advised over 75 projects in 50 advanced and emerging markets including GCC region for over 15 years. Goutam's international consulting experience will help guide major Clients to successful projects.

Please feel free to call any one of our Senior Directors for more information.



Tawfeg Al Utagey  
 +966 50 521 3650 | tawfege@boseukconsulting.com

Location: Green Park House, 15 Stratton Street, Mayfair, London W1J 8LQ, UK

Khaled Al Khattaf  
 +966 55 330 7720 | kkhattaf@boseukconsulting.com

Website: www.boseukconsulting.com

Goutam Bose  
 +44 772 029 3000 | gbose@boseukconsulting.com

Email us: info@boseukconsulting.com