

Does your IT strategy align with and support your business strategy?

Do the IT systems and technology that your business uses on a day to day, week to week and month to month basis support your team in achieving the yearly business objectives?

Does your business have an IT strategy...?



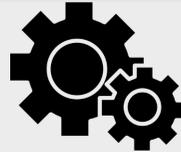
Are you focusing on getting closer to customers?

Technology and systems that reorients putting the customer back at the heart of your business.



Are you digitising products, channels, or operations?

Supports digital innovation and enables your business and team to keep up with all those technological changes



Looking to make employees more productive and more efficient?

Empower your teams to achieve more through innovative IT systems and applications.



Are you building talent for the future? Are Struggling to attract and retain top talent?

Create the next generation work force. The way we are working is changing.



Want to know how IT and Technology is adding value to your business?

Enable strategic projects and outcomes. Create a business strategy and an IT strategy.



Worried about cyber security threats?

Secure your information assets.



Expanding into new territories or making acquisitions?

As your business changes, seamlessly integrate new and existing IT ecosystems successfully.



Accelerate your response to new threats and opportunities.

Increase responsive to business needs, market demands and competition.



Successfully control costs across your business.

Developing bespoke applications and systems that coordinate how you run your business whilst saving you time and money.



Frustrated with the reliability of IT? Is your IT limiting your performance?

Improve core foundation operations. Improving efficiency enables you to get more out with putting less work in.

On average for every £1 earned, 0.75p is spent on running your business, leaving a mere 0.25p for growing your business.

(This is an average industry metric, we do hold industry specific metrics.)

Improving core processes and systems reduces running costs and frees up more money for you to grow your business.

Developing the right IT and Technology strategy for your business enables you to lessen risks, control costs and develop client relationships.



The Partnership.

We worked with a market leading facilities company and evaluated how their customers were engaging with their business. Analysing critical value chain aspects of the company, we identified key areas where our client could successfully reduce operational costs through the use of IT and technology.

Our Clients' Goals:

Our client had two immediate business goals as part of an overall long term business strategy spanning four years. Reduce Operational costs and Build intimate relationships with their customers.

We worked with our client in creating an eleven stage IT strategy that aligned with their business goals. Our client needed to make necessary changes in their business in order to stay competitive, gain market share and develop relationships with their customers.

We focused the clients resources and capabilities on reducing costs within their business and freeing up capital to develop profitable business growth activities.

Stage One / 001A-dcfz-1020

Objective One :

The customer's objective was to reduce the time and money they were spending on running the business, namely auditing tasks, filing tasks and the sales processes. We worked with our client to understand how their business was delivering value to their customers and which resources were creating a competitive advantage for them and which processes weren't delivering.

The client is now reinvesting an average of 1736 hours back into their business.

Objective Two :

Working together with our client, it came to realisation that to build a competitive advantage their business had to become more client centric. The client was spending between 135 to 205 minutes per week across 62 sites on system checks that could be automated. That is a total of 12,710 minutes OR 211 hours of labour time that is being reinvested back into their business every week enabling them to focus on spending time building client relationships.

The Findings.

We developed a framework around two investment categories, running the business and growing the business. **[IT strategy - [001A-dcfz-1020]]**

Objective One : Reducing labour costs.

By building and integrating a bespoke application our client was able to streamline the sales process and subsequent workflows across three of their departments. In addition, the application created a unique touchpoint to their clients and gave their customers greater control and transparency over their accounts and buying solutions.

The Results : There was a reduction in spend across marketing activities as the business now had a direct line of communication to their customer base through the integrated phone and business application, whilst also improving customer intimacy.

A reduction of 1736 hours per week across the business as control had been moved from the team back into the customers hands. From conducting our clients customer analysis on their behalf, we knew their customers liked to have control, so the IT change enabled the team to deliver value to their customer whilst reducing costs.

The commercial opportunity was three fold. With the 'release' of 1736 hours of labour the business now had the opportunity to reinvest the hours back into the business or re-evaluate their labour spend and reduce costs.

Objective Two : Digitisation :

We helped our customer realise that digitising an inventory system would free up hours of labour per week, whilst improve debt management, reduce stock loss and increase reporting accuracy, further saving the customer money and time.

The Results : In achieving a totally integrated digital inventory system across all their locations, our client will have the opportunity to mobilise 56% of their existing workforce. This would reduce operational spend across utilities and IT systems.

Our client will free-up a minimum of 211 hours of labour per week across the sum of their sites. Producing a total cost saving between £1.8m to £2.3m per year. This figure is exponential, the more their business grows the more they save in ops. costs whilst reducing cost to performance on their IT systems and business technologies.

The commercial opportunities is delivered via the flexible IT framework that has been developed. Our client can add additional technologies to further enhance their business operations at minimal costs. We are discussing Virtual reality tours paired with an augmented reality phone application which will enable them to enter a new market.

At LMS Ltd, we work closely with our clients to understand their business challenges, goals and ambitions.

We help our clients to look at their business from a fresh yet analytical perspective that offers practical solutions and strategies to empower them to develop their business across multiple levels through the use of technology.

Bringing to light the resources, assets and capabilities required for them to win in the market place.

We believe business is about strategy. Business is largely about developing the right capabilities and resources that fit together and produce value for customers and teams, whilst creating a differentiating advantage and competitive position for the business.

Investment in both people and technology is a key driver to overall business performance and success



Speak to us to find out how your IT and business technology can support your businesses strategy and growth ambitions.

Or allow us to help you to develop a strategy for your business.



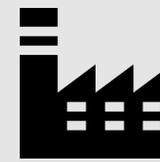
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We work with clients across most industries. Helping them to achieve operational efficiency, customer intimacy and growth.



We work with businesses of every size and age. Regardless of the stage of growth or size of team.



Whether it's one department, a business unit or an entire organisation spanning the globe, we're able to help support your businesses IT and technology requirements.