



SQUARE THE CIRCLE

N² (squared) Consulting works with ambitious and highly motivated organisations to provide them with the structure, process and skills required to change, improve and grow.

Achieve your goals **aim for the improbable** - square the circle.

N² (squared) Consulting

PRIVATE SECTOR
Retail Assist (Nottingham)



change improve grow

Website: www.n2-consulting.com Telephone: 0845 3311314



N² (squared) - anything is possible

PRIVATE SECTOR

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Ra is the UK's number one provider of outsourced IT services to the retail sector. Ra is an innovative and ambitious company looking to grow significantly over the next few years. As part of the growth strategy, Ra wanted to investigate the feasibility of developing new service offerings. N2 (squared) Consulting were employed to develop a business plan to determine the feasibility of setting up new services within Ra. The feasibility study covered:

- Service offerings
- Market potential, approach and branding
- Internal operating model options and resource requirements
- Delivery options
- Financial model and ROI
- Key risks
- The way forward

N2 (squared) Consulting adopted the following approach to this assignment:

- Defining the structure of the business plan to ensure the relevant questions would be answered for the board
- Producing a draft business plan for discussion with each of the board members
- Discussing the plan with each of the board members in order to: capture their ideas, concerns and market opportunities and advise them on the requirements and 'way of doing business' regarding the new service offerings
- Carrying out targeted research on competitors, resource availability and market opportunities
- Presenting the finalised business plan to the board and facilitating the discussion regarding the way forward

The business is considering a number of strategic options to support its growth in the future of which this is one. The development of the plan not only focused the board on the reality of what had to be done but also significantly improved their understanding on how the new services would need to be managed. The board found the exercise extremely useful - both in terms of the content of the report and the manner in which N2 (squared) Consulting engaged and facilitated them.

Gary Broughton, Project Services Director, Retail Assist: N2 (squared) Consulting were very good at quickly establishing a rapport with company executives, gauging the tempo of our organisation and therefore dictating/suggesting realistic timescales for the consulting process. They provided excellent support throughout the process for the company executive sponsoring the exercise.

For more information on N² (squared) Consulting's services and how to get more out of your external consultants, please visit: www.n2-consulting.com or call 0845 3311314 for a no-commitment consultation.



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