



QUANTUM SIX

Determining the clients

Solution Blueprint



Managing complex transformation

Core banking transformations are large programmes, complex in nature with multiple stakeholders and contributors.

Preceded by a sales cycle the signing of the contract can sometimes seem like the end of the journey – it is just the beginning. Continuity into the execution phase is key, but handovers from Sales to Services are often poorly executed (or in some instances, non-existent) and on almost every occasion **the Client is excluded from this process!**

As you transition from sales cycle to implementation it is key that you start right.

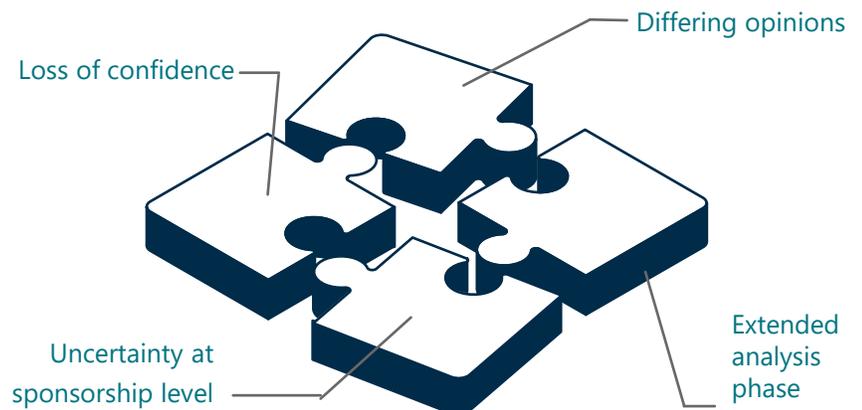
Implementations go wrong at the beginning not the end

That is why, here at Quantum Six, we are focused on being Set-Up for Success - The first step in that process is to have agreed, signed-off, aligned programme objectives which will meet the client's requirements and vision, when delivered.

How it can go wrong

If all key stakeholders have their own opinion on the perceived end state then it can be no surprise that we end up with a fractious and extended analysis phase with the Client Project Team often losing confidence in both the Vendor and their solution

Leading on occasion to uncertainty at Boardroom and Sponsorship level which is hard to recover from on a multi-year, multi-million pound transformation programme



Approach

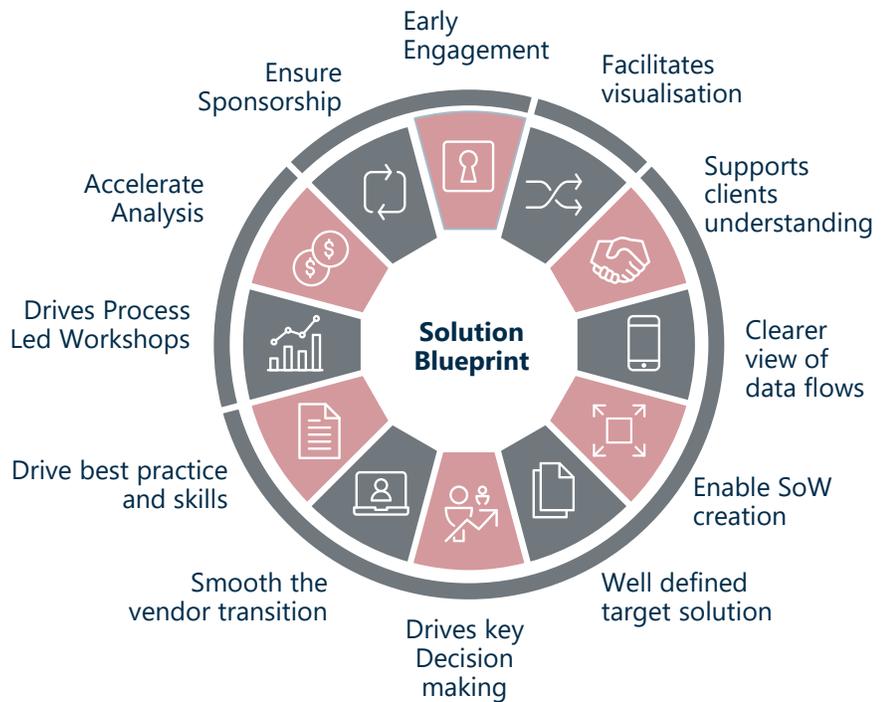
A 2 week engagement working with the Client, the Vendor and Implementation Partner in pre-defined architectural and design workshops, covering:



What the Blueprint provides



Benefits



Let's Get Started

To explore this service in more depth or to arrange a session with a Quantum Six specialist to determine how this service will benefit your transformation programme please contact our Delivery Director Mark Robinson at mrobinson@quantumsix.com