

I.V. Solutions Ltd Consultancy Services

I.V. Solutions Ltd support our customers' business needs by supplying expert specialists to meet our clients' business challenges. Our consultant areas of expertise include:

- Business strategy
- Programme and project management
- Acquisition integration
- Grant processes and grant reviews
- Bid management and bid writing
- Training

We support our clients in the delivery of their business goals by providing consultants to supplement their team (placements from half a day upwards). If required, we also manage the end-to-end delivery of a change programme from inception to benefit realisation.

Why Choose I.V. Solutions Ltd?

- **I.V. Solutions' consultants are all experts in their field.** Typically they have worked successfully in blue-chip global organisations and/or large government departments, and have over 25 years in their specialist industry.
- **I.V. Solutions has a proven track record of delivering benefit to our clients.** We provide cost-effective solutions and continually seek to deliver knowledge transfer as part of our programmes of work. This helps our clients manage more of their future activities in-house.
- **I.V. Solutions provide value for money change management.** With our process-led methods and experienced consultants, I.V. Solutions provide a service that delivers value for money. Our processes ensure that benefit realisation planning and management are at the heart of all the change programmes we are involved in. The approach ensures that client programmes deliver our clients' business goals and are managed on time and to budget.



Examples of I.V. Solutions Ltd Projects:

- **Integration of acquired companies (c.£1 m. to £10 m.) into UK Internet Service Provider's (ISP's) business.** Defined the acquisition blueprint and ensured acquisition goals were realised during delivery, using an appropriately structured and resourced business benefits realisation programme. The programme was delivered on time, exceeding profit and turnover targets.
- **Airport infrastructure programme management.** Successfully delivered new business solutions, including operational services at three of the largest airports in the UK and airline infrastructure services for a major European airline. Full business case responsibility. Also responsible for the setting up of the commercial framework of the programmes. The programme met and exceeded project and business goals.
- **Programme performance development.** I.V. Solutions Ltd represented the European, Middle East, Asia (EMEA) division of a multi-billion dollar aviation organisation in a corporate transformation programme. In conjunction with the US division, we defined the process change strategy and goals. I.V. Solutions Ltd developed the EMEA transition blueprint and set up an internal delivery organisation and methodology to ensure change goals were met.
- **Managing successful framework bids.** I.V. Solutions' Client had an excellent track record in service provision to the UK commercial sector, but had little experience in the government market. I.V. Solutions was engaged by the Client to run the bid submission, in particular to act as the Bid Manager in the absence of the Client's Managing Director; to develop a bid plan for the fulfilment and submission of the Client's response to the tender; to facilitate the development of bid collateral by the Client's multi-disciplinary teams (finance, sales, technology, programmes and operations); to write sections of the tender submission on behalf of the client; and to ensure compliance with all aspects of the tender requirements. The Client won the government framework for Internet Services provision. This led to a rapid growth in business won in the UK public sector. Turnover and profit increased significantly.

If you would like to know more about our services, contact us at: enquiries@ivsolutions.co.uk ; www.ivsolutions.co.uk ; +44 (0)1794 301593.

