

BCS Introduction

January 2022

Prepared by – BCS Consulting

BCS Consulting

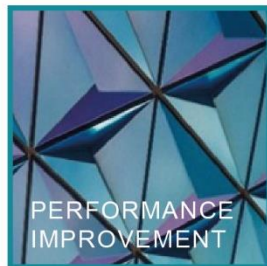
Get to know us

WHO ARE WE?

We are a management consultancy committed to delivering excellence in everything we do.

It's a commitment that inspires us all to work to the highest standards of quality, for our clients and ourselves.

What's good for our business is good for your business because it means that when your customers expect more choice, control, flexibility and value, you can rely on us to help you deliver it.



WHAT DO WE DO?

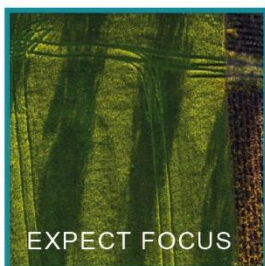
We provide outstanding consulting solutions for the digital world. Working as trusted advisers, our consultants add value to projects from conception to delivery and can blend seamlessly into your existing teams to bring about change and embed it smoothly.

WHERE DO WE EXCEL?

We are focused on Financial Services, specifically Retail and Corporate Banking, Capital Markets, Insurance and Asset and Wealth Management where we can help maximise your potential in today's technology-driven financial landscape.

BCS Consulting

What can you expect?



EXPECT COLLABORATION

We'll work with your teams to achieve results, quickly and effectively. Our collaborative approach helps us to stand out and take everyone on the journey.

EXPECT FINANCIAL SERVICES EXPERTISE

We understand your products, processes and priorities because we only work in the financial services sector. Nowhere else.

EXPECT EXPERIENCED CONSULTANTS

We have a wealth of financial services expertise in our team gained from successfully tackling and resolving some of the industry's largest and most complex challenges.

EXPECT FOCUS

By focusing on your unique business needs, requirements and regulatory pressures, we tailor solutions to fit your project perfectly, no matter how large or small.

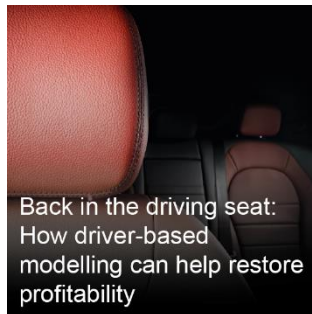
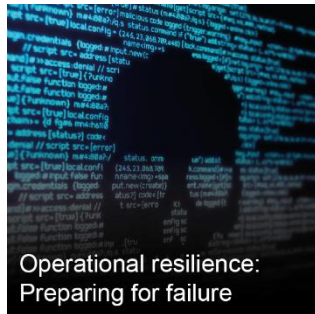
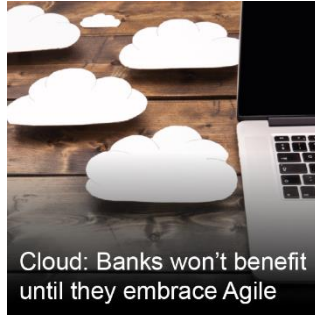
EXPECT A BREADTH OF SERVICES

We work across the entire change life-cycle, from designing solutions to implementing and embedding them in a sustainable way. After all, we believe you only gain perspective by seeing the whole picture.

EXPECT COMMITMENT

We are all committed to doing the right things, in the right way, for the right reasons. That means consulting *with* you rather than *at* you, being honest about what we can achieve and never overselling.

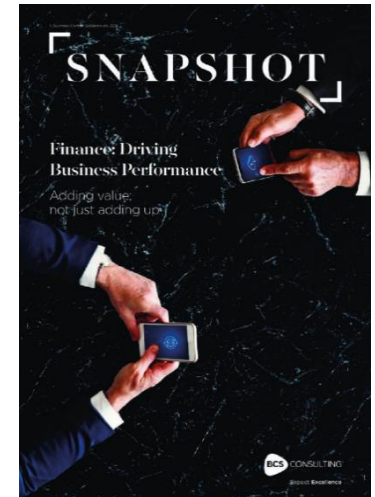
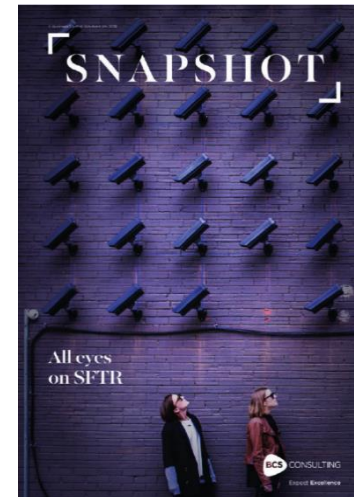
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Our Services

Delivering successful programmes and managing change is crucial in an industry striving to respond to business and regulatory pressures. BCS Consulting establishes, runs, and delivers successful programmes based on our proven delivery methods and deep industry domain knowledge.

Change programmes need robust structures, effective engagement and strong management to ensure success. From mobilisation through solution design, implementation and close, BCS Consulting possess the experience and domain expertise to create transparency and accountability, enabling real, fact-based decisions to ensure the right outcomes from your change programmes.

We provide our clients with the following services and expertise:

- **Programme Delivery:** An end-to-end programme delivery service, including portfolio setup and management, PMO, programme assurance and programme & project leadership
- **Change Management:** Working closely with stakeholders to identify change management and business readiness needs and solutions
- **Regulatory Change:** Supporting clients with new regulatory requirements through delivery of the full lifecycle of regulatory change capabilities



Our Services

Performance Improvement

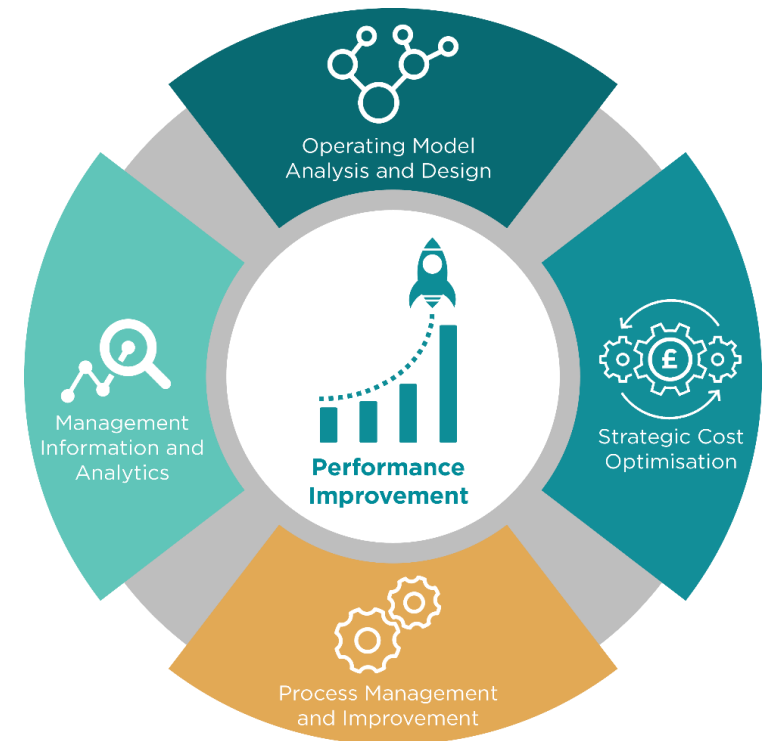


Innovation, regulation and revenue maximisation are top of the change agenda of most Financial Services organisations. BCS Consulting's Performance Improvement Service Line helps firms deliver these initiatives whilst also ensuring cost reduction targets and control objectives are met.

After a long period of responding to a myriad of regulatory requests by implementing countless frameworks and organisation structures and processes, firms are struggling to contend with the challenges and competition that arise when operating in an increasingly automated, digital world.

We support our clients with the following areas of expertise and capability:

- **Operating Model Analysis and Design:** Helping organisations to achieve their strategic objectives via delivery of a cohesive, robust and sustainable operating model
- **Strategic Cost Optimisation:** Supporting clients in identifying & assessing options to reduce costs via efficiency levers and innovation
- **Process Management and Improvement:** Optimising, streamlining and digitalising processes to enhance customer experience, reduce costs and enhance control
- **Management Information and Analytics:** Enabling clients to gain valuable insight into their business performance and drive decision-making



BCS Consulting's Technology and Digital Service Line helps Financial Services organisations to compete and lead in a mobile, data-driven world.

In a digital financial services industry, where business change is inextricably linked to technology solutions, finding ways of mobilising and organising Business, Technology, and Change functions together is critical.

BCS provide the industry knowledge and technical expertise required to translate business needs into technology and digital strategies, through leadership, insight, and delivery capacity.

We support our clients throughout the entire change lifecycle, using our expertise to help:

- **Design solutions that meet customer and business objectives:** Defining end-to-end customer journeys, driving out user stories, architecting digital solutions and strategies and managing software and vendor selection
- **Deliver flexible and iterative technology solutions:** Deploying multiple and blended delivery methodologies, adapting agile methods to flexibly deliver digital solutions whilst ensuring strong end-to-end programme governance
- **Address significant challenges, including:** Leading in a world of Open Banking and PSD2, responding to new market entrants in areas such as Payments, assessing use of new technologies such as Blockchain and Cloud, and complex legacy system replacements and migrations



BCS Consulting's Risk and Finance Service Line helps Financial Services organisations respond to changing risk profiles and maintain commercial performance in cost-constrained environments.

As the financial services industry evolves, the risks faced by organisations change and require frameworks that enable the management of existing and emerging threats. At the same time, there is a focus on cost that requires efficient and effective management of finances.

BCS has a wealth of experience in the following areas:

- **Enterprise Risk Management:** Defining operating models, reviewing governance arrangements, supporting alignment across risk types, driving stress testing and developing reporting processes
- **Financial Risk Management:** Enhancing end-to-end credit risk lifecycles, optimising credit risk data, and enabling the efficient use of capital
- **Non-Financial Risk Management:** Establishing risk & control frameworks to manage key risks such as financial crime, data, cyber and conduct, whilst enhancing core risk management processes and systems
- **Finance:** Improving commercial performance by implementing industry-leading cost allocation practices, driver-based modelling, financial planning, and enhanced MI





BCS develops and implements flexible, functionally-rich software products which drive increased efficiency, visibility and accountability through a range of broad and targeted operational control processes.

We have been an expert provider of operational control software to the financial services industry for over 15 years. By working in close partnership with some of the worlds leading financial organisations we have come to understand the unique demands and pressures faced by the industry.

Governance, risk and compliance

- Risk and control self-assessment
- Control and regulatory certification
- Regulatory obligations mapping



Balance sheet substantiation

- Large volume data consolidation
- Ownership and process control
- Multi-step attestation workflow



Sub-custody network management

- Fee and contract database
- Invoice reconciliation
- Cost scenario modelling



Our Industry

Expertise

(slides to be used/ tailored appropriately)



BCS Consulting helps our Retail Banking clients embrace a more competitive digital and customer-centric future, whilst mitigating the risks that new technologies and a challenging regulatory landscape bring.

Retail Banking is going through a period of intense digital transformation and disruption, driven by growing competition, increasingly demanding customers and an ever-challenging regulatory environment.

BCS Consulting provides the insight, technical expertise and delivery skills our clients need to thrive in this context:

- **Digital Transformation Delivery:** Designing and delivering end-to-end digital solutions for an open API environment and help our clients bring innovative products and services to market
- **Operating Model design and implementation:** Enabling our clients to re-design how they manage their business to succeed in a new digital era
- **Process improvement:** Enhancing customer journeys, increasing efficiency and facilitating the introduction of process automation and artificial intelligence in an effective and efficient way
- **Risk & Control Management:** Designing and implementing new risk and compliance frameworks, policies, procedures and systems across the 3 lines-of-defence, whilst establishing insightful MI & Analytics



BCS Consulting helps our Corporate Banking clients move towards a more digital and client-centric future, whilst mitigating the risks that new technologies and a challenging regulatory landscape bring.

Corporate banks are increasingly embracing digital transformation to survive and thrive. This requires re-imagining the client journey, introducing new technologies and ways of working, while continuing to excel in a tough regulatory environment.

BCS Consulting provides the insight, technical expertise and delivery skills our clients need to succeed in this context.

- **Digital Transformation Delivery:** Designing and delivering end-to-end digital solutions for an open API environment and help our clients bring innovative products and services to market
- **Operating Model design and implementation:** Enabling our clients to re-design how they manage their business to succeed in a new digital era
- **Process improvement:** Enhancing customer journeys, increasing efficiency and facilitating the introduction of process automation and artificial intelligence in an effective and efficient way
- **Risk & Control Management:** Designing and implementing new risk and compliance frameworks, policies, procedures and systems across the 3 lines-of-defence, whilst establishing insightful MI & Analytics



BCS Consulting helps Capital Markets firms to prepare for regulatory change and optimise technology in order to reduce risk and achieve efficiencies through enhancing business services, processes, and controls.

Capital Markets continue to evolve with the pressures of regulation, political uncertainty, technology evolution and revolution, and cost.

BCS Consulting provides the industry knowledge, experience and expertise required to support firms in delivering their priorities:

- **Regulatory Change:** Defining regulatory responses and delivering the operations and technology insight and outputs to meet these requirements
- **Process Improvement:** Optimising business processes whilst helping clients to identify and implement improvements to their operating models in order to enhance the performance and efficiency of the business
- **Risk Reduction:** Developing robust risk & control management frameworks and processes through enhanced operating models and technology
- **Technology Design & Delivery:** Designing and delivering digital solutions to meet client's needs, from traditional architecture implementation to Blockchain, using effective agile methodologies





BCS Consulting helps Insurance firms to exploit the digital opportunities that enable new products and customer journeys, whilst mitigating the risks that new technologies and a challenging regulatory landscape bring.

Impacted by a surge in digital disruption and an increase in regulation and risk, insurers must respond quickly and effectively, or face fines and the loss of customers.

BCS Consulting has the industry knowledge and technical expertise required to support delivery of these requirements:

- **Technology Design & Delivery:** Designing and delivering digital solutions using agile and blended methodologies; driving user stories, architecting solutions and managing software & vendor selection
- **Process improvement:** Enhancing customer journeys, increasing efficiency and facilitating the introduction of process automation and artificial intelligence in an effective and efficient way
- **Risk & Control Management:** Designing and implementing new risk and compliance frameworks, policies, procedures and systems across the 3 lines-of-defence, whilst establishing insightful MI & Analytics
- **Operating Model design and implementation:** Enabling our clients to re-design how they manage their business to succeed in a new digital era
- **Regulatory Change:** Defining regulatory responses and delivering the operations and technology insight and outputs to meet these requirements



BCS Consulting can help Asset & Wealth Management firms to exploit digital opportunities to drive efficiency into client relationship management and operational processes, while preparing the business for changes in regulations.

The Asset and Wealth Management industry is evolving, with a shift to passive strategies, pressure on margins, an increased regulatory burden, and significant digital disruption.

BCS Consulting can help clients respond to these challenges with the following services:

- **Technology Design & Delivery:** Designing and delivering digital solutions using agile and blended methodologies; driving user stories, architecting solutions and managing software & vendor selection
- **Process improvement:** Enhancing customer journeys, increasing efficiency and facilitating the introduction of process automation and artificial intelligence in an effective and efficient way
- **Risk & Control Management:** Designing and implementing new risk and compliance frameworks, policies, procedures and systems across the 3 lines-of-defence, whilst establishing insightful MI & Analytics
- **Operating Model design and implementation:** Enabling our clients to re-design how they manage their business to succeed in a new digital era
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