

# Case study – Operating model strategy

The Operating model strategy defines the target state – what it should do and how it works. Leveraging the target operating model (TOM) framework and the ten components therein, AEGIS works with its clients to create the specification required to define their strategy and be a “valued partner” to the business.

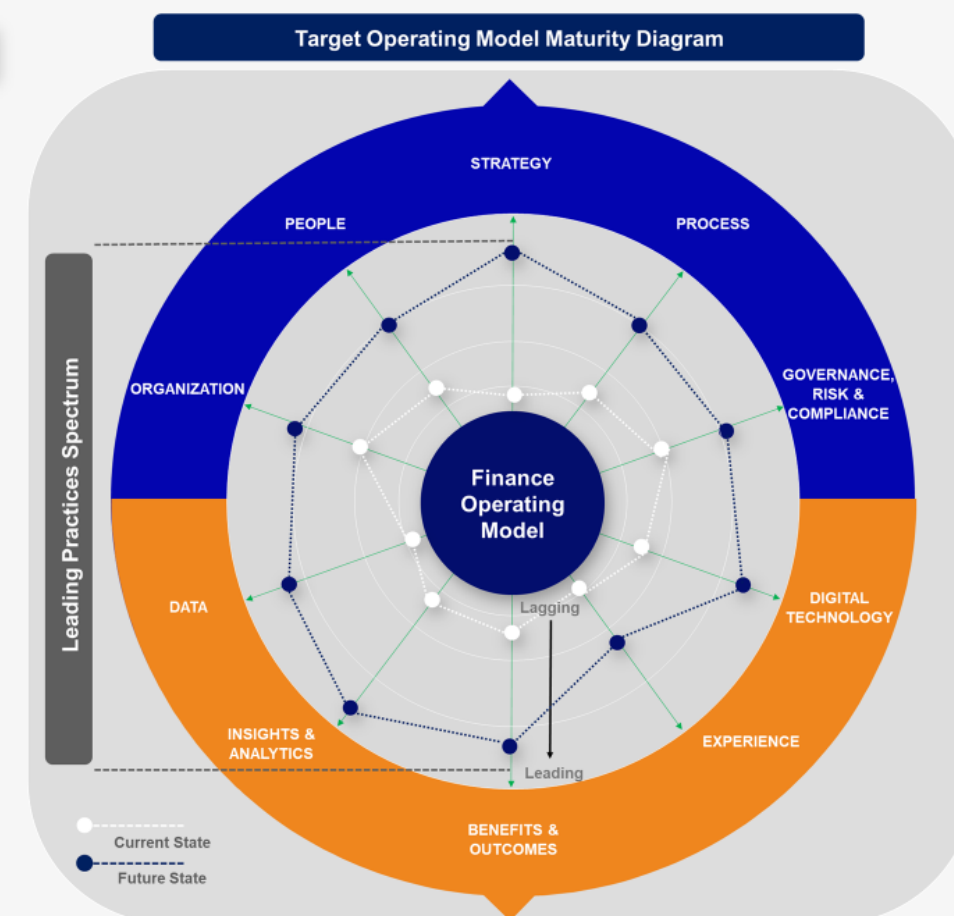
## Service overview – Operating model strategy

The Operating model strategy starts with the alignment of strategy, business objectives and operational plans. We work with you to craft a unique vision that is right for your organization - resulting in a step-by-step plan to realize your goal.

### OVERVIEW

The Operating model strategy defines the target state – what it should do and how it works. Leveraging the target operating model (TOM) framework and the ten components therein, Aegis works with its clients to create the specification required.

We assist our clients define the target state TOM, understand the gap from where they are, and lay out the actions and roadmap to migrate to that TOM. Core to that effort is agreeing the desired outcomes and capturing the current baseline.



### RESULTS

- ✓ Clearly defined high-level current state analysis identifying key challenges.
- ✓ Desired target state vision highlighting the current and desired target state on the leading practices spectrum.
- ✓ Identified gaps between the current and desired state vision and practical recommendations to resolve these challenges for in-scope components.
- ✓ Identified initiatives necessary to achieve the future state vision highlighting estimated costs, risk, impact and timing for each
- ✓ Prioritized roadmap identifying the appropriate staging of initiatives to achieve desired outcomes and the knock-on impact on the adjacent TOM components.



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### ✓ Business Challenge

This client wanted to transform Finance into a more effective operating model, in order to become a true “valued partner” to the business. They were contending with significant issues in the current state, such as fragmented and poorly integrated systems; bad quality data due to source system issues and operational deficiencies; heavy reliance on manual controls and excessive time spent on rework / non added value tasks. In addition, they were not structured for scale, continued growth or expansion of the business.

### ✓ Solution

We performed a Finance rapid assessment, including an analysis of their processes, organization and finance systems architecture. We conducted ‘Voice of the Constituent’ interviews across all business segments and corporate functions. We identified the key issues creating the business challenges and major improvement opportunities. We worked with the client to develop a pragmatic strategy to achieve their future state vision.

### ✓ Benefits Achieved

We provided strategic insight into what was driving the business challenges and how these issues could be resolved. We demonstrated the close relationships between bad data, disparate systems and broken processes and the knock-on issues this causes during the close cycle and the limitations it puts on analytics. We showed the importance of integration with other, very strategic client programs and illustrated how the operating model could be improved to reduce redundant activities, thus streamlining processes.

