

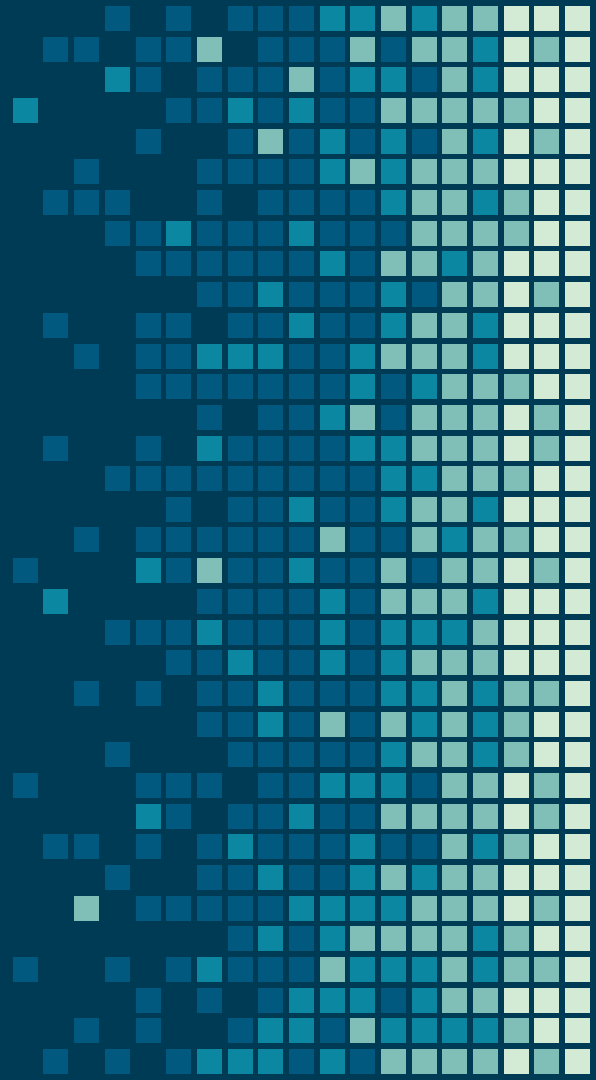


ALLIANCYS

ALLIANCYS

Drive The Change: Inspire, Enable, Empower

A Short Company Introduction

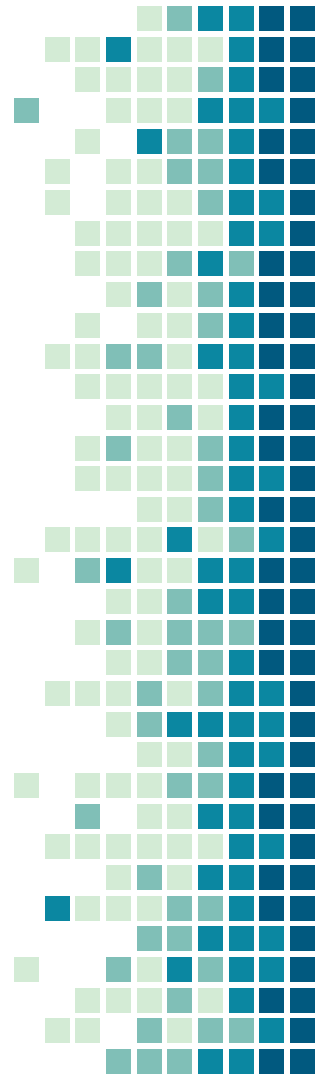




HELLO!

We Are Alliancys

We are here to tell you more about ourselves, our services and how we might be able to empower your potential



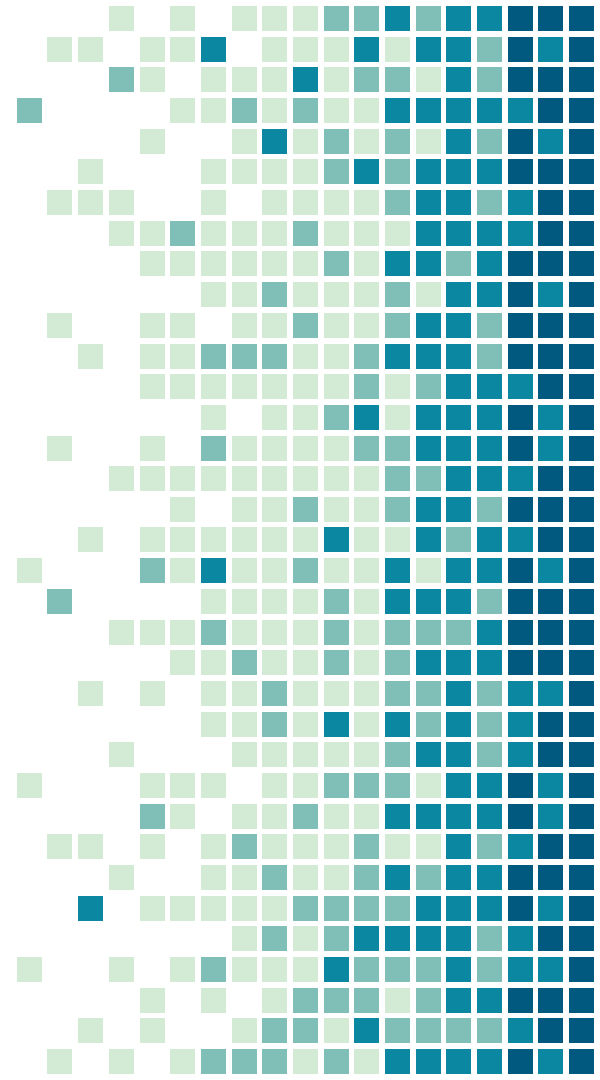


ALLIANCYS

1.

Who we are

Inspiring others



“

If I had an hour to solve a problem I'd spend 55 minutes thinking about the problem and five minutes thinking about solutions.

-Albert Einstein



Who we are

We are an innovative* consultancy firm created by a group experienced consultants that are passionate about *designing solutions* based upon our knowledge and expertise.

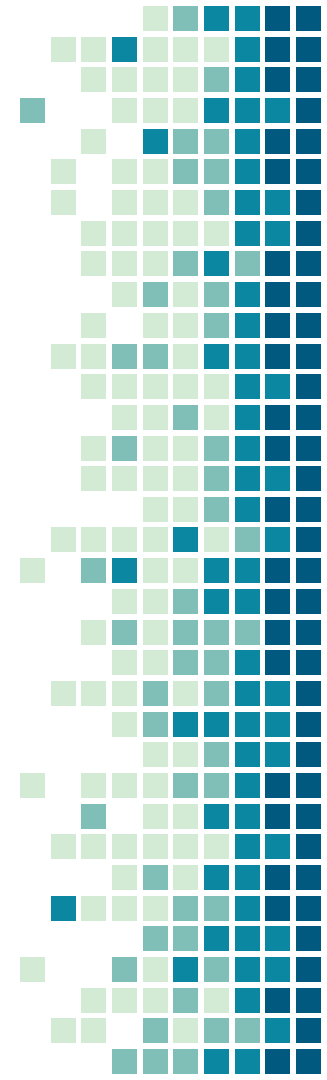
We aim to inspire our clients and partners, enabling them to be more effective and efficient and in the end empower them to achieve sustainable change, hence our motto:

Alliancys:
Inspire, Enable, Empower: Drive The Change

Collectively we combine over 60 years of experience in complex Business- and IT Transformations.

We provide services to a diverse range of clients, from large corporations to private businesses, entrepreneurs and individuals across an array of industry sectors.

We are based in the Netherlands, but provide services in Western Europe, the Middle East and are currently expanding towards the Americas



What drives us

 Our Vision

We want to:

- Become a recognized and trusted leader in solutions and complex transformation, collaborative blueprinting
- Innovate the way how consulting is done and supply value to our stakeholders through the use of our innovative solution framework

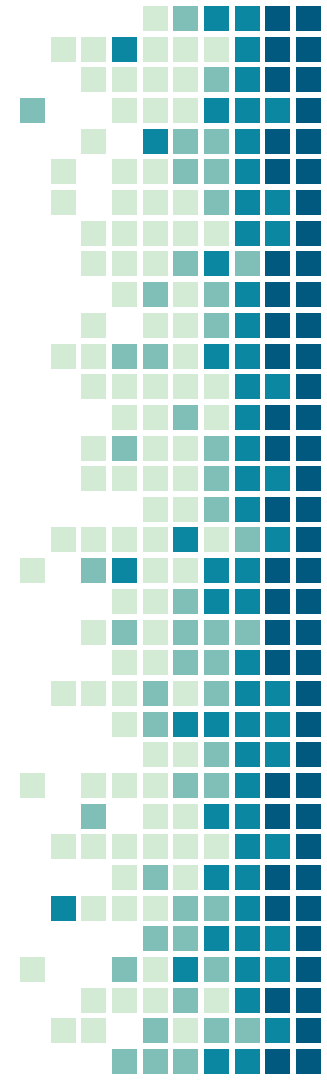


Want to know more?
Check our DNA at [Alliancys.com](https://www.alliancys.com)

 Our Mission

Our aim is to:

- **Inspire** professionals with innovative solutions
- **Enable** organizations to realize their vision
- **Empower** potential for organizations to achieve their goals themselves





Alliancys Group



Consulting

Alliancys Consulting develops solutions and delivers high-end consulting based upon our ESF/3-framework. Our focus is on Change Initiatives and Transformation, IT/IM-performance, Project Orchestration and Quality and Risk Control

Some [examples](#)



Academy

Alliancys Academy trains, coaches and certifies executives, professionals and organizations in the domains related to ESF/3 which are Complex Problem Solving, Solutioning, Transformation, Change Orchestration and Execution, Programme and Project Management, Architecture and Quality Management

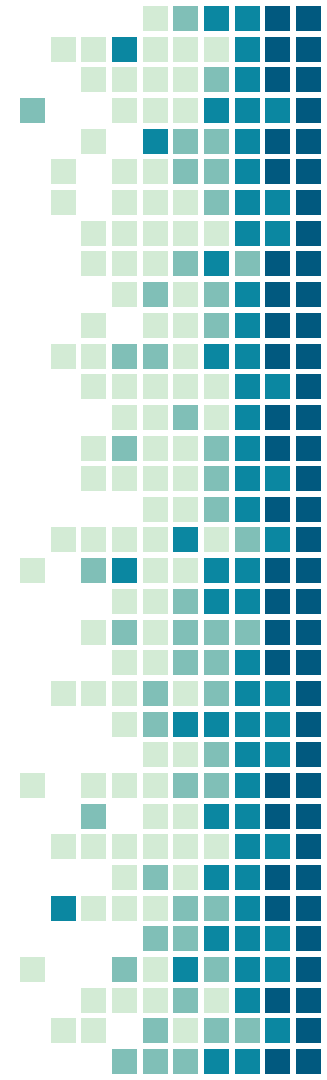
More [information](#)



Network

Alliancys Network supports the group in Business and Solution Development, In House Training for Affiliated Partners and Organizations, Partner Innovation and ESF Framework Development.

Interested?



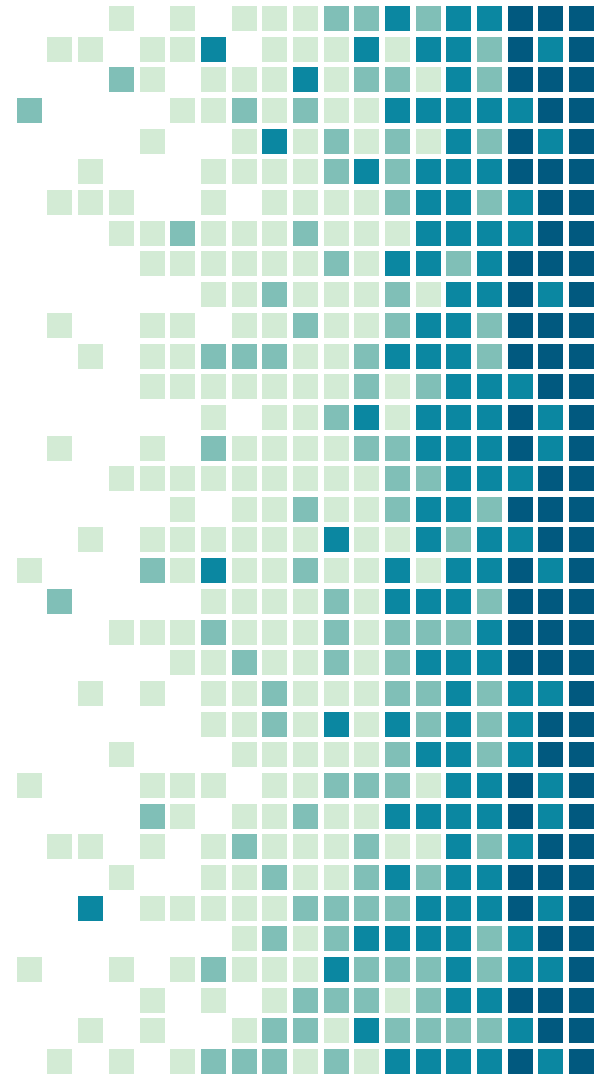


ALLIANCYS

2.

What we do

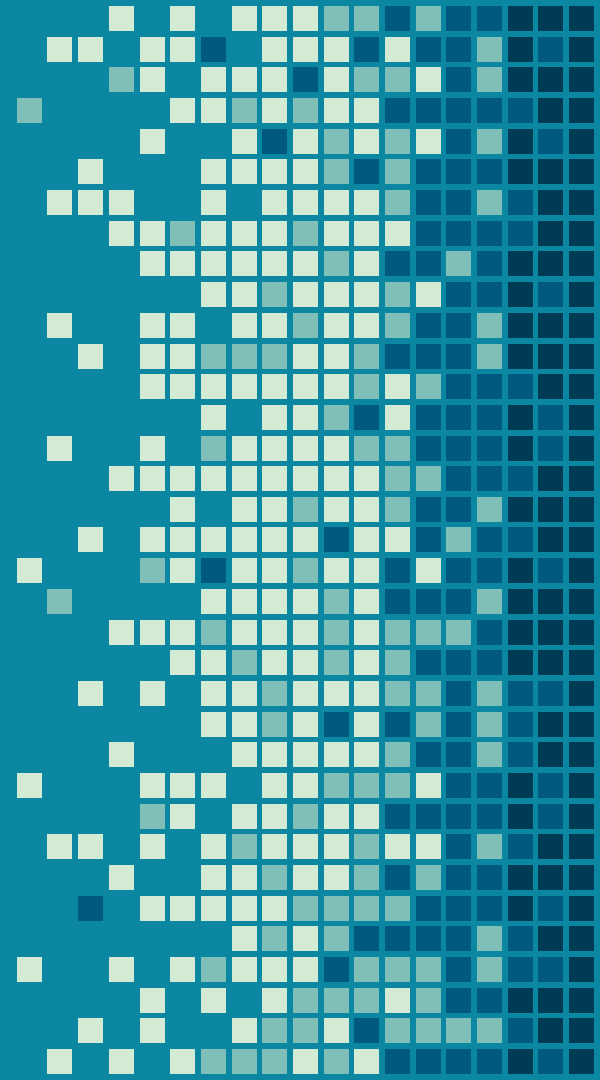
Enabling our clients



“

*I think the next [21st] century
will be the century of complexity*

- Stephen Hawking





What we do (1/2)

Consulting

We deliver consultancy services in a wide area of topics. The common theme is helping organizations define opportunities and delivering the change that comes with these opportunities.

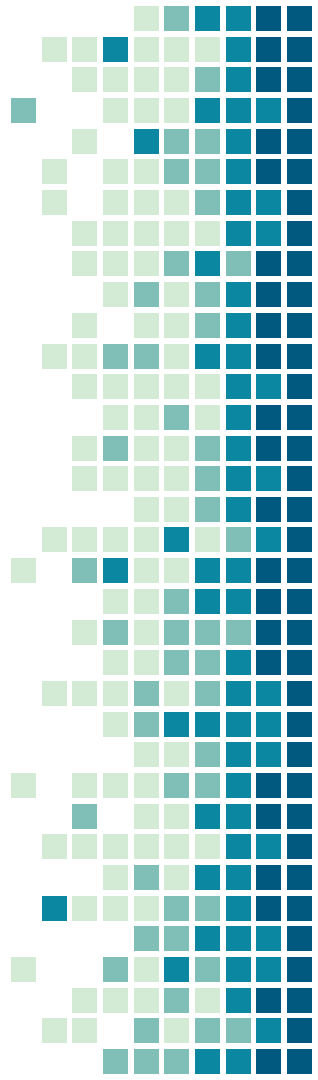
Some examples are Visioning and Strategy Development (Supporting organizations in setting a vision and translating this into an actionable strategy and roadmap), Digital Transformation (Empowering business through digital technology and market innovation), Business Performance (identifying bottlenecks and optimizing processes) and Enterprise Architecture (Delivering value through architectural governance).

Solutioning

As part of our services portfolio we design solutions that facilitate complex (and simple) change. We capture needed changes as part of so-called Solution Blueprints, which can then be used to define a change strategy and plan. In most cases these Solution Blueprints are designed custom made for specific clients and their specific needs.

Our clients also benefit from certain elements which can be re-used from existent Solution Blueprints which increases the quality and effectiveness of a solution design enormously and speeds up change delivery.

Our integrated knowledge management approach ensures that our solution portfolio stays up to date and our clients can benefit from previous experiences and obtained knowledge and expertise.





What we do (2/2)

Project Orchestration & Execution

As a result of our Solution Blueprints (which in effect design the “change”) we support organizations in the implementation of these Blueprints, which means that we execute the Change Program and/or Projects (based on the size of the needed change). Depending on the needs of an organization, we:

- Inspire: Use blueprinting to show what is possible.
- Enable: Support organizations in executing the change.
- Empower: Enable organizations to execute the change themselves.

Capabilities as a Service (CaaS)

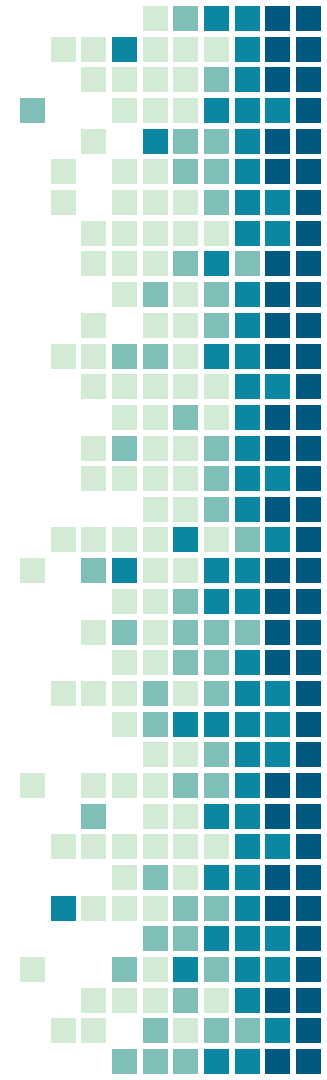
We design and deliver specific services which can be delivered as standalone capabilities (Capability as a Service, CaaS). This means that we enable organizations to outsource specific processes which are not necessarily core to their business. Examples are Enterprise Portfolio Management, Business Analysis and Requirements Management and Enterprise Architecture Management.

We provide these capabilities as a service thereby eliminating the need for certain departments of organizations that normally run these processes.

Training

As consultancy type organization ourselves, we take pride in the way we share knowledge between our professionals and processes and embed knowledge management in our core processes.

Our extensive experience in being a knowledge driven organization has led us to design and deliver extensive training in the pursuit of business excellence which in the end has resulted in a set of trainings for professionals, organizations and consultants.

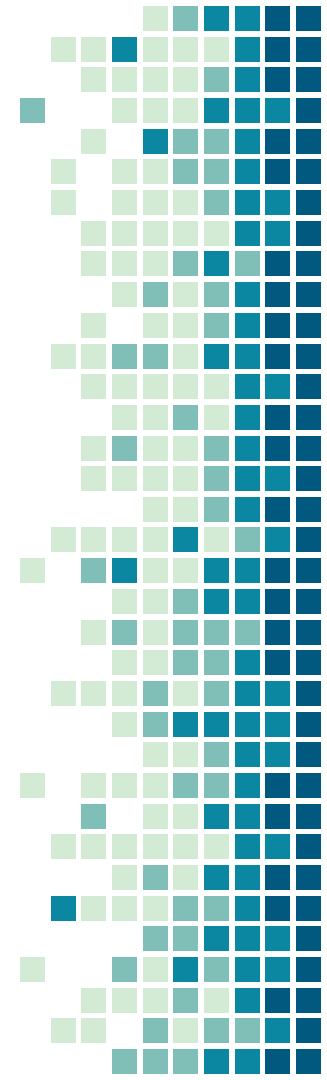




Services (examples)

We have created 100's of solutions in multiple domains for multiple clients and partners;
Some **examples** are

- **Enterprise Architecture Support**
 - Setting up and implementing EA structures and Governance
 - Executing (temporary) EA Governance
 - Develop custom EA (Business and IT) Models
- **Business & Management Consulting**
 - Management Support (Visioning, Strategy, Execution & Validation)
 - Organizational Change Support
 - Business Transformation/Process Optimization
- **Information Technology**
 - IT Landscape Optimization (Visioning, Strategy, Planning & Change Execution)
 - Application Landscape Rationalization (Application Lifecycle Management)
 - IT Asset Management
- **Information Management**
 - Business Analysis and Requirements Management
 - CIO Office Support (IM Vision & Strategy Development, CIO Execution)
 - Architectural Solution Blueprinting and Referencing
- **Programme & Project Management**
 - P&P Coaching
 - P&P Framework implementation & Guidance





Client References

A small selection of our clients and projects/initiatives/services:



Europe
Multiple EU Agencies (EPO, EASA, ECDC)

- Digital Transformation
- ECM Implementation
- Enterprise Architecture Support



Kingdom of Saudi Arabia
Ministry of Education

- Vision & Strategy Development
- Business Innovation
- Portfolio Creation & Management (1BLN+)



The Netherlands
Ministry of Public Health (CIBG) & Tax Authority (Belastingdienst)

- Programme Auditing
- Business & Solution Architecture
- CIO Office Support



The Netherlands
Enexis & Essent

- ECM Strategy Development
- Enterprise Integration – Legacy Application Rationalization
- IT Asset Management



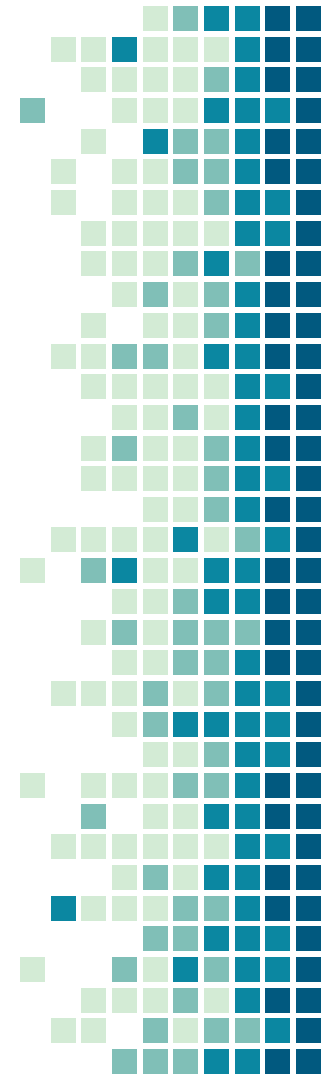
Belgium
Vlaamse Land Maatschappij (VLM)

- Digital Transformation
- Data Migration
- BI Strategy Development



United Kingdom
BDO/AEROFlex

- SOX/Basel II Pre-Auditing
- Security Solution Architecture



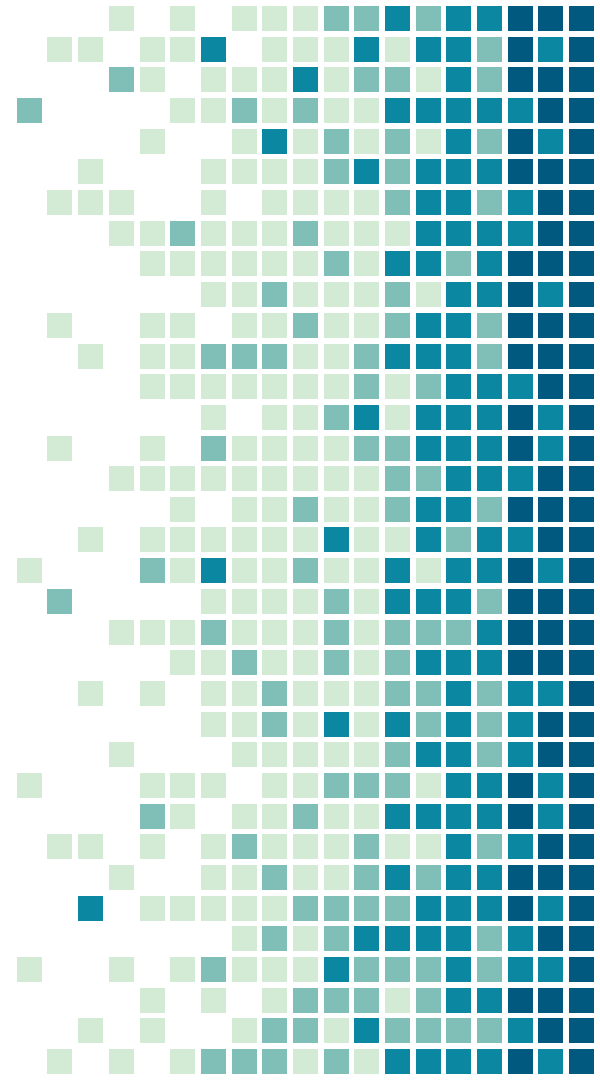


ALLIANCYS

3.

Being different

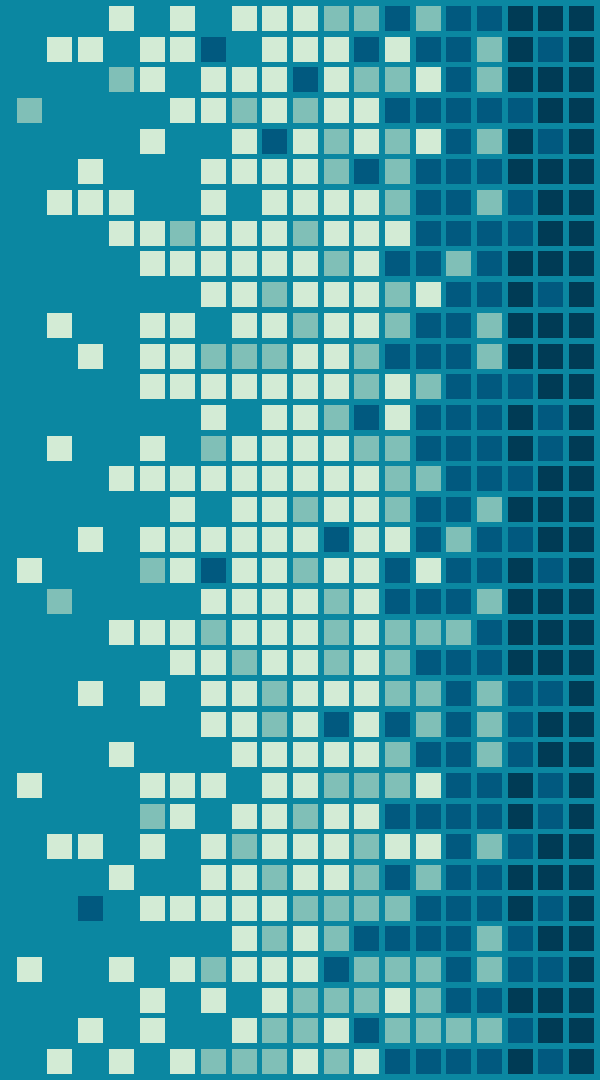
Empowering edge



“

*In order to be irreplaceable one
must always be different*

- Coco Chanel

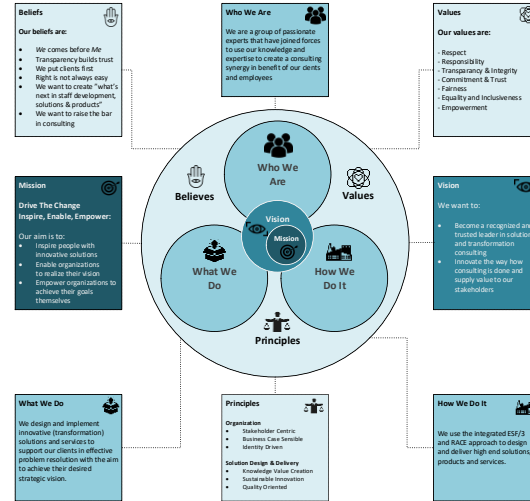




Proud to be different

We take a lot of pride in being different:

- Our **Approach** (ESF) is consistent in all we do
All our services are based upon the same structure and approach; this assures easy integration between solutions, solution components and a high level of speed, insight, structure and transparency
- We take our **Values and Principles** (very) seriously (Pledge);
We put our behaviour and values to the test by regularly auditing them against our daily practice
- Our **Culture** is informal, open minded, inclusive, safe and focussed on growth and achieving goals; Our professionals are recognizable by character and passion; We stimulate our people to dare to be different
- We are **Flexible, Adaptable & Transparent**;
Our solutions are adaptable, our presence is flexible (local presence, global reach) and our services and communication is transparent
- Being **Passionate** is more than a popular keyword;
It is our joint passion for our business, clients and partners that fuel our drive and energy
- Quality Matters**;
Good can always be better. We are continuously improving our solutions, products and people according the Kaizen philosophy (integrated in our Alliancys DNA)



DNA Our DNA defines us

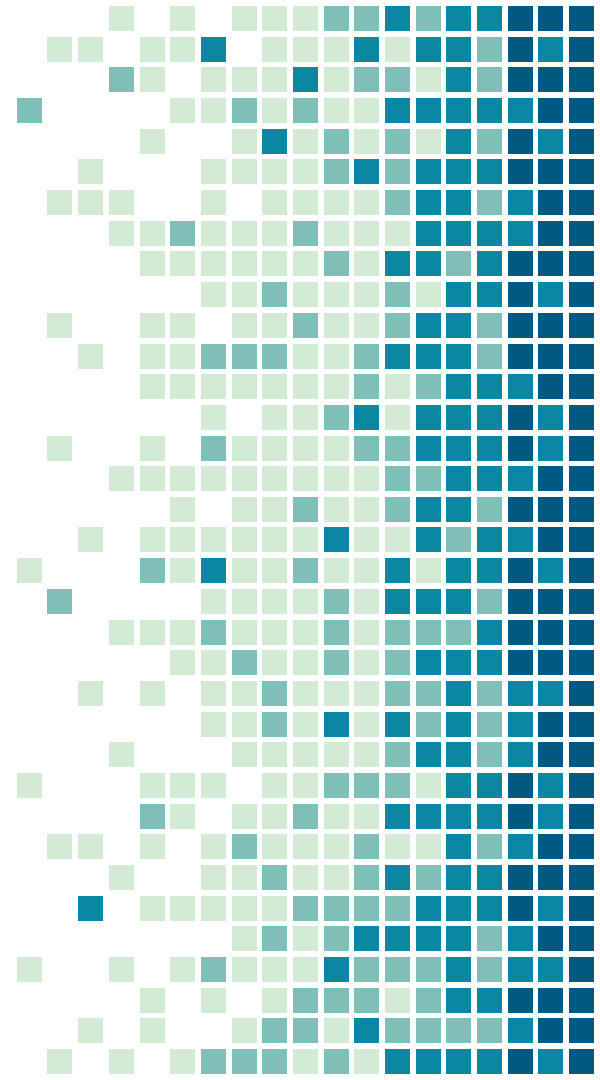


ALLIANCYS

4.

Our pledge

Our Believes, Values & Commitment



“

*The fear of being different
prevents most people from
seeking new ways to solve their
problems*

- Robert Kiyosaki



Our pledge

Values define who we are

They are the essence of our company's identity and summarises the purpose of our existence.

At Alliancys we believe that our business is about enabling organizations and their people. We aim to collaborate and build relationships with our clients and our partners.

Our people are committed to inspire and empower our clients to achieve their business and personal goals. In doing so, we have created a culture of responsiveness and respect that applies on all our relationships.

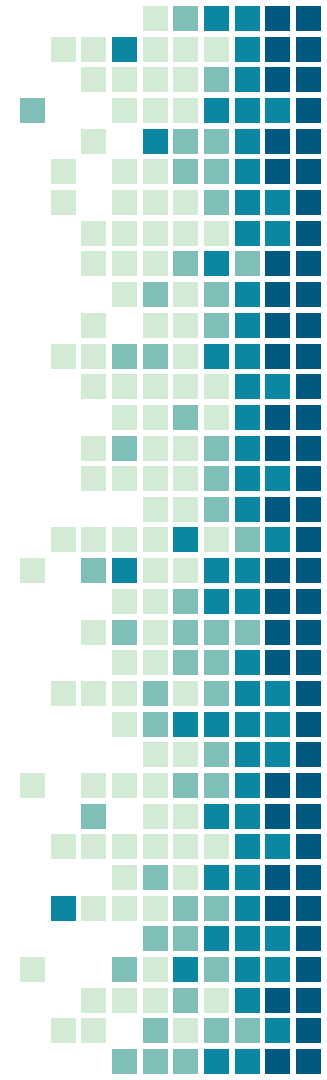
For us, our culture applies in and out of the office. Working together, sharing what we are passionate about and giving back to our communities.

For our clients, it is about being trusted advisors who will grow with you and your business.

Summarized: Inspire, Enable, Empower.

Principles are what guide us

Our principles guides us in our internal conduct as well as our relationships with our customers, partners, employees and shareholders.

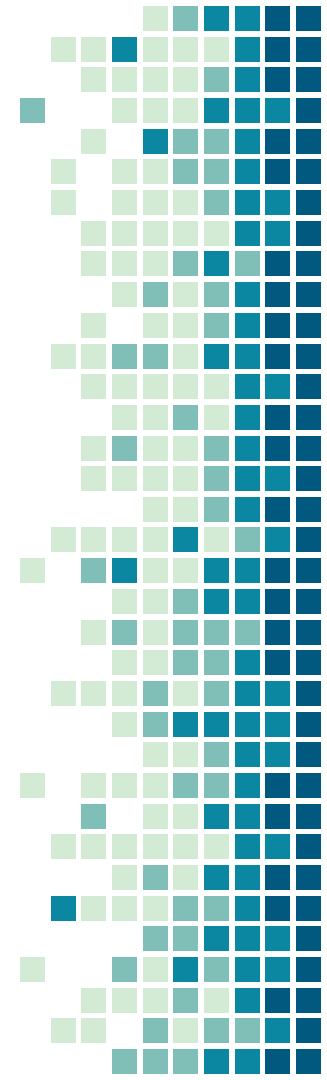




Believes and Values

On doing business:

- **We put clients first.**
The only judge of our success is our client, period
- **We value “We” before “Me”.**
We go further together. We will build our company and our future as a team
- **We raise the bar.**
Expect ourselves to do better, every day
- **We speak the truth.**
Transparency builds trust, and trust builds relationships
- **We aim to be reliable and trustworthy.**
This is simple. Behave in ways we are proud of.
- **We create “What’s next”.**
We revolutionize consultancy. Never stop learning and innovating.
- **We call to action.**
Answer the call. Do your part. Here and everywhere.
- **We commit to inclusion.**
Be yourself. Build together





ALLIANCYS

5.

Your Benefits

Empowering opportunities



“

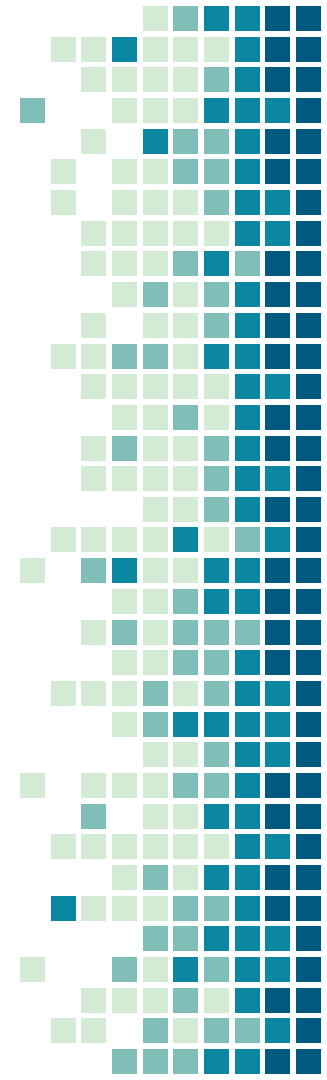
“Sell the benefit, not your company or the product. People buy results, not features.”

Jay Abraham



Your Benefits

- **Powerful Product and Solutioning Methodology**
Quick Access & Delivery, Quality Assurance
- **Referential Solution Blueprints**
Best Practices (Approach), Lessons Learned Statistics
- **Kaizen Philosophy**
Continuous Innovation
- **Effective Presales Supports**
Dedicated Account or Solution Manager
- **Empowerment of Professionals**
Solution-driven training & coaching
- **Network Synergy**
Partner Benchmarking & Client Inspiration
- **Strategy to Solutioning Effectiveness**
Risk Driven Approach



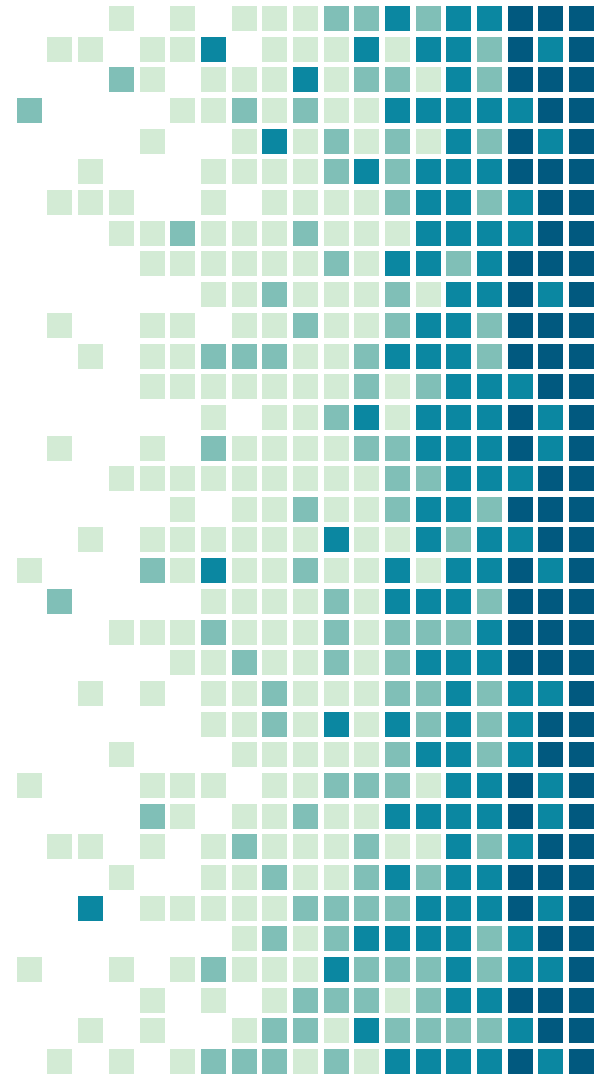


ALLIANCYS

6.

Engage with us

Building relationships



“

*Talent wins games, but
teamwork and intelligence
win championships.*

-Michael Jordan



Engage with us

We put the “E” in team

We engage with our partners as if we are all in it for the win. We see everything as a team effort and use this principle as a starting point for partner engagement.

So become a member of our team and talk to us about your passion and challenges! Let our insight and solutions empower your potential.

Find us online at www.alliancys.com and find out more or request a face-to-face meeting.

Or contact us by email at: offices@alliancys.com

Local Presence – Global Reach



We work in most cases regionally. As our work locations change by assignments, we use the Regus Office Network to be flexible and be where our partners and clients want us to be. In most cases we setup (local) offices within 24 hours after partner and/or client engagements start. This enables us to have effective and easy local presence with a global reach for all of our clients and staff.

For statutory purposes, we are based at:

Zwolsestraat 296

2587 WD The Hague

Netherlands

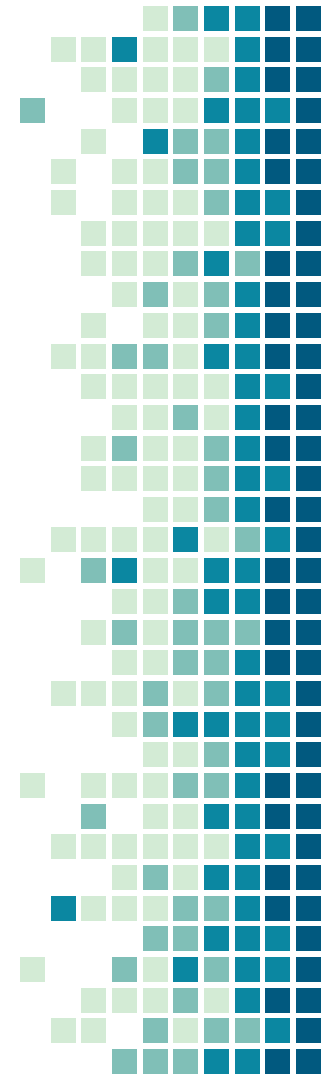
71-75 Shelton Street

Covent Garden

London

England, UK

WC2H 9JQ



Partnering?

We believe in the power of partnering

As Alliancys' goal is to deliver quality in our own field of expertise, we believe that we need partners who are specialists in their respective fields. We see ourselves as orchestrators of solutions in which we play the "architects" role.

To be able to deliver (and execute) on promise to our own clients but also to our partners clients, we look out for partnerships in which our partners can excel and together we are able to inspire, enable and empower more than we would be able to do alone.







We distinguish different kind of partnerships

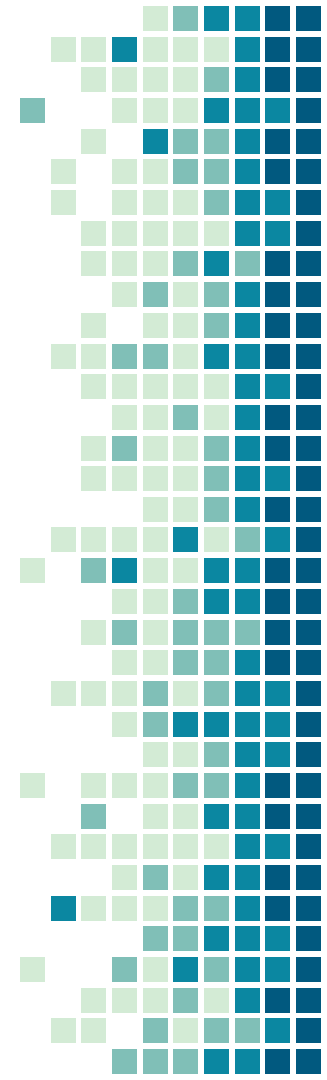
Partnership Types

	Presales Collaboration	Catalogue Discovery	Project Collaboration	Resourcing	Solution Development	Academy Training & Certification
Definition/Contents	We provide <u>presales</u> consultancy and <u>subject</u> on a wide range of management-, business and IT-related topics. Alliancys provides a presales consultant to support the sales process	We provide <u>out of the box (pre-designed) solutions</u> which can be customized for specific clients and problems	We provide <u>project architecture and project management support</u> as part of the project execution that results out of the presales collaboration or catalogue exploration efforts	We provide project architects, programme/project managers and consultants in support of <u>predefined missions and/or on an hourly basis</u>	We collectively design a <u>new solution</u> that can be sold as part of a presales effort, a project collaboration or specifically for new market/business developments	We train (and certify) professionals in the domain of ESP or other topics which are part of the Alliancys Academy training portfolio
Commercial Model	Hourly Rate/Post Result	Solution Margin	Hourly Rate/Consultant Dependent	Hourly Rate/Consultant Dependent	Development Pricing (Fixed)	Training Catalogue Pricing
	Hourly Rate/Pre Result/Set	Licence Fee/Single Fee	Solution Margin		Solution Margin	Custom Pricing
	Project Margin	Solution Pricing (Fixed) (Endians)			Licence Fee	
Legal Model	Partnership Agreement Domain/Market	Framework Agreement	Partnership Agreement Domain/Market	Partnership Agreement Domain/Market	Partnership Agreement Domain/Market	Partnership Agreement Domain/Market
	Framework Agreement	Licensing Agreement	Specific Contract	Specific Contract	Licensing Agreement	Specific Contract
	Specific Contract		Framework Agreement	Framework Agreement		
Branding	Partner	Partner	Partner	Partner (Competence)	Alliancys	Alliancys
	Alliancys	Alliancys	Alliancys		Partner	Partner
	Joint/Project	Joint/Project	Joint/Project			



Business Development – Partnership Types

	Presales Collaboration 	Catalogue Discovery 	Project Collaboration 	Resourcing 	Solution Development 	Academy Training & Certification 
Definition/Contents	We provide <u>presales consultancy and support</u> on a wide range of management-, business- and IT-related topics. Alliancys provides a presales consultant to support the sales process	We provide <u>out of the box (pre-designed) solutions</u> which can be customized for specific clients and problems	We provide <u>project architecture and project management support as part of the project execution</u> that results out of the presales collaboration or catalogue exploration efforts	We provide project architects, programme/project managers and consultants <u>in support of predefined missions and/or on a hourly basis</u>	We collectively design a <u>new solution</u> that can be used as part of a presales effort, a project collaboration or specifically for new market/business developments	We train (and certify) professionals in the domain of ESF or other topics which are part of the Alliancys Academy training portfolio
Commercial Model	Hourly Rate/Post Result	Solution Margin	Hourly Rate/ Consultant Dependant	Hourly Rate/ Consultant Dependant	Development Pricing (Fixed)	Training Catalogue Pricing
	Hourly Rate/Pre Result/Set	Licence Fee/Single Fee	Solution Margin		Solution Margin	Custom Pricing
	Project Margin	Solution Pricing (Fixed) (Endclient)			Licence Fee	
Legal Model	Partnership Agreement Domain/Market	Framework Agreement	Partnership Agreement Domain/Market	Partnership Agreement Domain/Market	Partnership Agreement Domain/Market	Partnership Agreement Domain/Market
	Framework Agreement	Licencing Agreement	Specific Contract	Specific Contract	Licencing Agreement	Specific Contract
	Specific Contract		Framework Agreement	Framework Agreement		
Branding	Partner	Partner	Partner	Partner (Competence)	Alliancys	Alliancys
	Alliancys	Alliancys	Alliancys		Partner	Partner
	Joint/Project	Joint/Project	Joint/Project			





THANKS!

Any questions?

Engage with us:

www.alliancys.com

Contact us:

info@alliancys.com

Want to meet
face2face?

Send an email to
offices@alliancys.com
to request a meeting

Find us at:

[LinkedIn](#)