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| |  |  | | --- | --- | | Fiducia Strategic Consultancy Ltd |  | |  |  | |
| Welcome to a new approach  We have a range of services suitable for a range of clients including End Users, Channel Partners, OEM’s and Distributors. |

# About Us

## Taking a different path

We provide services to End User organisations of various sizes, shapes and styles, ranging from SMB through to Enterprise business and even Government, across a range of vertical markets, helping to create forward thinking, future proofed strategic design for Print & Document Workflow solutions - critically however as an entirely independent approach, without any affiliations to manufacturers, software houses or resellers.​

Our expertise, experience and services also support Channel Partners, OEM’s and Distributors, providing guidance and design services for Print & Document Workflow strategies, promoting a customer led focus, efficiency and our own core values of honesty and reliability.​

As a group of very experienced, highly skilled and senior members of the IT/Print/Document Solutions industry, we grew tired of the lack of true, un-biased and trusted advice and support within the industry that both Channel Partners and End Users alike would often receive.​

We don't sell hardware. We don't even sell software.

We remain independent of any manufacturers and are not affiliated to any partner or dealer.​ What we do provide however is trusted, valuable consultancy, design and advice.

# Why Choose Us?

## An alternative and innovative approach

## We take pride, satisfaction and enjoyment from providing clients with clear, non-bias advice. Our determination to stand alone in the industry without commercial affiliations or ties to ANY particular manufacturer, channel partner or software developers sets us apart from the rest.

## We consistently monitor the marketplace and industry, ensure we are up to speed on trends and technology as well as research and understanding, to deliver professional, experienced and justifiable advice and planning.

## We also maintain memberships with key industry analysts such as IDC, Gartner and more, along with having representation on European Advisory boards with a view to positively contributing to the imaging and printing industry standards.

## It is our aim to be the most trusted consultancy in our industry, but to do this we have to earn it.

## **How do we do that?**

## Honest and open advice, transparency in our approach and the integrity to ensure we inform our clients if we cannot provide services that are either suitable or to the high standards expected by you or us - if we can't help we will tell you so openly, no fuss, no over promising.

## Our consultancy services also ensure you are aware and prepared for potential pitfalls, complexities and challenges associated with the world of Print & Document solutions.

## **Services for Channel Partners, OEM’s or Distributors**

## **Services for End User Organisations**

**How do Fiducia engage on a project, large or small?**

STRATEGY DESIGN SERVICES

A roadmap for your future

* **Stakeholder Interviews & Feedback** - a key element right at the beginning of the process. It is important for us to understand your organisation in detail, its specific areas of business, target markets, competitors and much more.
* **Objective & Goal Mapping**- where does your organisation need to get to with any new strategic design, what are the risk factors, and what are the key priorities.
* **Departmental/Process Review** - what is done where in the current organisation structure, why and how.
* **Gap Analysis**- understanding the gaps and areas to address between the current state and the short/mid-term and long term objectives and goals.
* **Strategic Design Proposal** - based on all findings the new strategic design proposal can be created. This must then be agreed and signed off by all relevant stakeholders
* **Final Design & Project Plan** - the final critical element is understanding how and more importantly when all elements of the new strategy can be implemented

OPERATIONAL DESIGN SERVICES

A crucial success factor

* **Stakeholder Interviews & Feedback** - a key element right at the beginning of the process. It is important for us to understand your organisation in detail, its specific areas of business, operational dependencies, operational systems and much more.
* **Objective & Goal Mapping**- where does your organisation need to get to with any new operational design, what are the risk factors, and what are the key priorities.
* **Departmental/Process Review** - what is done where in the current organisation structure, why and how.
* **Gap Analysis**- understanding the gaps and areas to address between the current state and the short/mid-term and long term objectives and goals.
* **Operational Design Proposal** - based on all findings the new operational design proposal can be created. This must then be agreed and signed off by all relevant stakeholders
* **Final Design & Project Plan** - the final critical element is understanding how and more importantly when all elements of the new strategy can be implemented

TRAINING SERVICES

* Creation and agreement of training objectives including content specifics
* Skills summary of staff, including (if applicable) separation of training groups
* Training template and plan provided

TENDER CONSULTANCY & WRITING SERVICES

End User tenders and tender service requirements vary dramatically depending on elements such as organisation size, type and much more.

We assist End Users in everything from tender creation, support services in conjunction with existing teams and even tender review services, covering short to long term requirements.

We can also provide services supporting procurement or tender response analysis for End User organisations of all sizes.

If you would like to discuss how we may be able to help with any tender requirements, please feel free to get in touch.