

**Si2** PARTNERS

LEVERAGING SERVICES  
TO WIN IN INDUSTRIAL MARKETS



**Si2** On-Demand  
*Management insight when you need it!*

On-Demand Advisory and Support for  
Service Leaders and their Teams

What's the best way forward to do more with aftersales service in my company?



Should we become a servitized company? How do we start a service transformation?



What are my competitors doing? What's their strategy? Are they performing better than me? How do their offerings compare to mine?



How to price to reflect risk? How to price to reflect value?



How can I design a compelling service value proposition? Is it different from products?



How should I organize services to avoid tensions with my product units?



How can we boost performance in field service operations?



# We help you find answers and solve problems

How to design a compelling customer journey?



What do my customers want to buy? How can I convince my customer to buy this contract?



How to expand my service network?



Which Service IT system is best for my operation? How to implement mobility solutions to boost productivity?



I need help to put together a major bid.



I need help to put together a business plan.



How to convince my bosses to make this investment?



From where should I expect threats? Is my business model disruption proof?



How can I use the Industrial IoT and Data Analytics to support my business?





Win with **Si2** On-Demand

New perspectives ...

Fast answers...

Validate thinking...

Be in charge...

Be more productive...

Contain your costs...

Confident in the outcome

Effective decisions



## New Ways to help Managers - Fast

## Unlocking Management Insight

### On-Demand **Advisory**

- Leverage Deep Smarts knowhow
- Get new ideas
- Validate your thinking
- Spar and Learn
- Solve Problems
- Typically 1-4hrs missions

### On-Demand **Support**

Extended Workbench when you don't have

- Resources
- Time or
- Knowhow to do in-house.

### Insight **Platform**

Virtual ecosystem of

- Practitioners
- Consultants
- Experts, and a
- Library of resources

**Virtual, Global, Rapid, Effective, Confidential**

# "On-Demand" Advisory Benefits



## Deep Smarts Know-How

Access Deep Smarts know-how and expertise: As you need it, when you need it and as much as you need – from anywhere in the world

## Part of your Team

Think of us as an additional cost effective resource for your team, even as part of your team

## Work Productively

Work more productively with a nudge from us in the right direction. Let us help you understand the problem and formulate a solution – don't reinvent the wheel and avoid mistakes others have made

## New Insights

Get new insights and analysis that are hard to find about customers, services, products, markets or technologies in any geography. Develop new business, sales and service channels and find potential partners

## Validate Thinking

Validate your information and ideas through Outside-In thinking: Understand new opportunities and threats; develop strategies, business models or new offerings. Think through new organisational designs, decide on a path to service transformation or how to go about digitizing and marketing your offerings and solutions

## Contain your Costs

Reduce your need for expensive consulting projects and additional resources, while levelling the playing field or getting ahead of your competitors. Think of us as your resource: responsive, experienced, knowledgeable, and very productive

## You're in Charge

With Si2 On-Demand you're in charge of finding your own solutions – We help exactly as much as you need, not more or less

# "On-Demand" Support Benefits



Virtual extended workbench for business development and other activities - that you need to get done, but don't have time, resources or knowhow to do in-house

- Draft a business plan
- Develop arguments for an investment decision
- Monitor and report on competitive moves
- Market and customer research
- Market segmentation and price analysis
- Evaluate customer buying behaviors
- Help validate or test new offerings
- Support in commercial or technical due diligence
- Help design a complex bid
- Risk assessments
- Evaluate impact of new regulations
- Identify potential partners

## Responsive

Get the work done as you need it, when you need it: High responsiveness, rapid turn-around and premium quality. Our experienced analysts speak your language and understand your business

## Fixed pricing

Fixed pricing (as much as possible), as part of your subscription –and we guarantee our work

## Flexible

Think of us as an additional flexible and very productive resource for your team. We are there when you need us: We can rapidly scale and multi-task and we're gone when you don't.



# How On-Demand works

## 1. GET STARTED

**Get Started by taking out a subscription free of charge:**

Access to Si2 Knowledge Centre and Insights platform

Dedicated Advisor

Monthly Briefing

Advisory paid per hour, but only when needed

## 2. CHOOSE

**Choose your package & purchase credits**

Use your credits to mix and match service options:

**Si2 On-Demand Advisory:**

Engage with our consultants and experts to get insights and solve problems.

**Si2 On-Demand Support:**

Get work done and eliminate bottlenecks through our extended workbench service

## 3. ENGAGE

**Invite colleagues & engage with our Insights Platform**

Start discussions, request support, manage projects & track usage

# Si2 On-Demand Options

Advisory: 1 credit = 1 hour

Support: Fixed credits per assignment type



Subscribe  
(free)



Light



Partner



Premium  
Partner

Dedicated Account Manager/Advisor



On Demand  
Advisory & Management Support

Pay per  
hour

20  
credits

120  
credits

280  
credits

Knowledge Centre Library &  
- Monthly Briefing



Number of Users

1

2

Unlimited

Unlimited

**Si2** PARTNERS

Price

€350/hr

€5000

Call

Call

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## Customer Testimonial

“Over the past 12 months I have worked with Si2 On-Demand to develop new services based on leading edge mathematical technologies. My challenge was how to develop this project within the time constraints of my current role which being very operational in nature requires my constant attention. I used Si2 services in an advisory capacity to help me articulate the challenges we faced in our business in developing innovative new services.

Having developed a good feel for the issues I was trying to solve, I was able to use Si2 On-Demand Support to develop a briefing document for an innovation centre. They were able to pull together the structure of the arguments and provide me with an external perspective, which I was then able to add the nuance, specific detail and the politics. This approach enabled me to deliver a very professional and structured proposal, in a situation where I was very severely time constrained. Without the use of an expert adviser in short focused blocks of consulting, I would not have been able to successfully deliver this project in time or to the same quality level.”

**Matt Elton: Associate Director SIX Payment Services**

**First step to a more confident future**



## **Experience the impact of Si2 on you**

Sign-up for a free subscription, and start to solve problems ON-Demand

**Free  
Subscription  
& experience  
Si2**

**Advisory on  
a current  
challenge**

**Integrate  
Si2 into  
how you  
work**

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# Contact

**Si2** PARTNERS

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