

TRUE WORTH

COLLECTIVE

Collective Intelligence, On Demand

True Worth Consulting was established in 2021, and we set out with a simple goal;

Help you deliver better outcomes by harnessing the technology driving your business.


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Contact

 True Worth

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ABOUT US

We offer on-demand IT expert advice across any domain and industry, with an average cost savings of 30% compared to traditional consultancy models.

Our products and people will give you immediate impact and highlight cost savings, efficiencies and opportunities for growth.

How?

Products:

Innovative, tech-led products that deliver immediate impact.

People:

We've spent the last three years building The True Worth Collective, a unique network of subject matter experts with deep experience across a wide range of industries, domains, and technologies.

Our products or people help you get technology and transformation done, cost-effectively and with tangible results.

Benefits:

- Strategic tech advice on demand
- Products that deliver immediate impact
- 30% cost savings compared to traditional consultancy model

Our products and people focus on the following areas:

- Cloud
- Data
- Cyber Security
- Project Management
- Automation /AI
- IT Strategy



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THE TEAM



John Welsh - CIO and Partner

John is our technology lead for True Worth Consulting. He has spent the last 20 years helping organisations realise tangible value and achieve their objectives through the innovative application of technology.

He is a strategic, results-focused technology leader with over 20 years of experience across enterprise, SME and high-growth businesses. John is adept at building and inspiring high-performing delivery teams; achieving results in global, multicultural environments. John is an expert translator between technical and senior non-technical stakeholders. He prides himself on extremely strong commercial and customer understanding.



Sam Mikkelsen - Founder

Sam has spent 25 years working in tech recruitment and consultancy sales. In that time, he has helped thousands of companies hire tech teams from scratch or build and deploy teams of contractors to deliver highly complex technical projects.

Sam's role is consultative, and he is here to help companies that are growing or going through change and establish whether they might need recruitment or consultancy services and solutions, or potentially both.

Sam's strengths lie in collaborating with people, understanding business needs, and translating them into technical requirements.



Lance Nielson
Cyber Security



Adam Marsh
Data Analytics and reporting



Sarah Green
Project and Change Management



Dave Gurney
Data Strategy



Bjorn Ovar Johansson
IT Strategy CIO



Craig A. Taylor
e-commerce and Digital Project Management



John Ridd
Innovator and Tech Advisor



Jamie Mikkelsen
Creative Lead and Candidate Resourcer

SECURE

How are you protecting your customers' data and your own?

Protecting your company and client data is crucial, and we help you to adhere to current data protection legislation and minimise the risk of data breaches.

Where we can help:

- External Compromise and System Availability.
- Data Compromise through Social Engineering.
- Data Loss or Leakage.
- Non-compliance with Legal/Regulatory Obligations.
- Damage from Third-Party Risks

Outcomes:

- An actionable and prioritised security readiness report, identifying potential risks.
- Show you how you can counter threats around denial of service, ransomware, and phishing.
- Show you how to implement robust security policies.
- Help you strengthen your IT controls environments and ensure proper system configuration and policy documentation.



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AUTOMATE

How are you saving time on manual processes and reporting?

Our Automate product helps you to empower employees and save them time, optimising manual tasks and processes whilst dramatically improving efficiencies.

Where we can help:

- You have repetitive tasks, reports, or processes that take an employee's time every week or month.
- A simple process that is supposed to be automated isn't working properly and needs intervention or workarounds.
- You'd like to service your clients' needs faster and more efficiently.

Outcomes:

- Identify any 'quick wins' that you could act on immediately.
- Prepare a detailed report and execution plan for you to assess next steps.
- Identify relevant, domain-specific technologies, suppliers and partners who might be appropriate to help you achieve your goals.
- Provide a costed programme timeline with projected ROI.

INSIGHT

How are you harnessing the power of data?

Our Insight product helps companies who are data rich but feel information poor. We help you to harness the power of your data so that you can make actionable decisions.

Where we can help:

- You have multiple sources of data in your business in different formats stored separately.
- You need to better understand what is happening in your organisation.
- Business decisions progress slowly.
- You want to give your customers valuable insight into their activity with you and generate cross-sell or up-sell opportunities.
- You struggle to monetise the information and reporting from your current data reporting.

Outcomes:

- Deliver a data roadmap so you can assess what might be possible.
- Actionable suggestions that you could implement straight away for little or no cost.
- Advice and guidance on how to bring your data together into a single repository.
- Advice and guidance on whether to stay on premise or move everything to the Cloud.
- Sample dashboards and reporting that give you valuable insights.

CLOUD

How do you measure and monitor your spending and manage future Cloud costs?

Many companies have migrated data to The Cloud, either Azure, AWS or GCP. Some have over spent and have no control of future spend.

Assess and optimise your cloud spend.

Where we can help:

- You're using some cloud technology but it isn't delivering the benefits you expected
- You're still running multiple platforms
- You have no control or predictability over your cloud spend

Outcomes:

- Full analysis on your current cloud position, including problem areas and priority items
- An 'optimise spend' roadmap with actionable insights into how to reduce your cloud costs



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REVIEW

How are you currently managing ROI on technology projects?

Our Review product helps you to deliver current and future tech projects and digital transformation initiatives. We'll assess and estimate to give you a robust plan, deliver projects, or even get them back on track!

Where we can help:

- You have an important project that you are struggling to deliver.
- You've been trying to implement some form of new technology and it is taking longer than anticipated.
- You know that you need to review and implement some new technology, but you are not sure where to start.

Outcomes:

- Full project / programme review report and a re-mediation plan.
- We'll identify and share with you quick wins that you can implement right now with no cost.
- Advice and guidance on all project elements, including testing and launch strategies.
- Liaison with the third-party supplier (if required) to assess current and future spend.



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CXO AS A SERVICE

What is your overall tech strategy?

When making big decisions around technology and strategy, subscribe to one instead of hiring a CTO, CDO, CIO, or CISO.

They will help you make better big decisions on strategy and technology.

Where we can help:

- You're a growing SME that doesn't have a fully mapped out technology strategy to support that growth.
- You'd like to access some technical expertise at c-level but cannot justify employing someone full time.
- You're having challenges with your IT suppliers or platforms as you grow.
- You want to make sure that you are making best use of technology that's right for your business.

Outcomes:

- Gap Analysis – How to move from as-is to fit for future.
- CIO/CTO To Do List – Highlight priorities and areas/opportunities on which you should focus.
- Strategy – Help you map out the strategy and how to execute it.
- Advice and Assurance – Ensure that your technology is fit for purpose, and the right people are driving it - both now and in the future.

CASE STUDIES

Cloud Costs Optimisation

Background

A large financial client chose to move their internal and customer-facing platform and applications across to Amazon AWS infrastructure. The decision was taken to do it on a 'lift and shift' basis, in order to minimise risk and the chance of any service interruption.

Whilst the migration was completed successfully, the approach employed meant that at first the AWS platform was inefficient and significant overspend on budgeted costs meant that the expected ROI was not being met.

Solution

We carried out a full review of services and applications, including analysis of cost vs. revenue, RTO and RPO requirements, and usage data. In conjunction with specialist architects and the Amazon AWS team, we identified and prioritised areas for cost reduction/resource optimisation and created a project structure through which to deliver these.

Overall, this delivered around \$4m in OPEX savings in year 1.

CASE STUDIES

High Growth SME

Background

A Cheshire-based financial services company was encountering high growth, however their technology systems and platforms were struggling to keep up. Frequent Line of Business (LoB) application outages, lack of accurate MI, and a large product backlog were all symptoms of this; affecting the business' ability to make decisions and scale efficiently.

Solution

An initial review of processes and technology was carried out, which produced an analysis of gaps and proposed improvements alongside prioritised recommendations to alleviate the current and future challenges.

It was agreed to implement a selection of the recommendations, and working with the in-house team and third-party partners we embarked on a digital transformation that provided quick initial wins as well as setting them up for future growth. A 3-year technology roadmap was also produced helping to understand what was important to the organisation and how to efficiently deliver this.

Application stability was greatly improved (reducing service interruption by 80%), and clear MI was delivered into the business to help them understand where further work was needed, and which commercial areas presented the most opportunity.

This allowed the company to undergo treble-digit growth over the next 3 years.



CASE STUDIES

Automated Sales Order Processing: RPA

Background

A large wholesaler of business products and facilities supplies. The company has over 2,500 customers and picks over 100,000 lines per day.

Over 70% of orders are electronic, however, the company were spending a lot of time cancelling lines from customer orders once placed. This resulted in staff taking sales order updates over the phone and then manually updating the ERP system. This process was time intensive, caused delays in orders and was also prone to error.

They developed a new customer portal to allow customers to cancel lines from their original order, however their existing ERP system meant that automatic integration of data was not feasible.

Solution


We were able to automate the transfer of current sales order processing updates directly from their new customer portal to their ERP System, Kerridge.

This enabled any cancellations from the original order lines to be processed quickly and easily, massively reducing manual input.

This led to a saving of 20 FTE that could be redeployed onto more valuable tasks.



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Arrange an outcome call with one of our team today

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