

## Why work with Grosvenor on Value Management?

Founded in 1989, Grosvenor advises its clients on optimising the value they achieve from their investments in business change.

*Why is this necessary?* Vast sums are wasted every year on investments that are doomed to destroy value because the enterprise doesn't have a clear understanding of what constitutes value. Simply put, for a commercial organisation, this means increased shareholder value, in the public sector it means added value for the citizen and for charities it means improved value for the beneficiaries.

It's a hard truth that investments in business change programmes only serve to destroy value until and unless the enterprise does something differently that results in increased income and/or reduced costs and/or better services for citizens and beneficiaries.

This requires a journey from vision to value that travels from the initial idea, through determining the investments needed, producing the necessary capabilities, changing the business to take advantage of them, delivering benefits and, finally, securing ongoing, sustainable additional value.

### **Inside knowledge and experience**

Prior to working with Grosvenor, all consultants have worked at senior levels in a wide range of industry sectors. In its 25 years of business, Grosvenor has worked with over 200 organisations on more than 1000 projects.

Grosvenor consultants have first-hand experience of many types of projects and programmes and have been involved in all aspects of the vision to value journey. As major business change programmes have many interdependencies, they understand the need to consider all elements of the journey and why these need to be addressed across the enterprise.

### **Experienced guidance**

With decades of experience in hand, Grosvenor's multi-skilled consultants have guided their clients' business, technical, procurement, finance, HR, legal and other specialists, as well as management teams and executives, on what they need to consider and how they can contribute to ensuring the

enterprise achieves its strategic objectives through the creation of additional value.

### **Impartial and personal**

Grosvenor only provides consultancy services and does not sell any other services or products. It has advised clients across the public, private and charity sectors in the UK and globally. We employ only the most experienced consultants, and those who win the work do the work.

Our recommendations will be based on your specific needs, not come off the shelf, and will always be in your company's best interests – even if that means advising that a project be abandoned.

### **Find out more**

If you would like to know more about us, and some of the enterprises with which we've worked, please see our website at [www.grosvenorconsultancy.com](http://www.grosvenorconsultancy.com).

There you can download targeted papers on a range of subjects, including:

- Vision
- Investments
- Capabilities
- Business Change
- Benefits
- Value

To request any of these, or to have an initial conversation on Value Management, please contact:

Chris Tiernan on +44(0)7831 664 281 or [c.tiernan@grosvenorconsultancy.com](mailto:c.tiernan@grosvenorconsultancy.com)

Carolyn Jacks on +44(0)7775 811 502 or [c.jacks@grosvenorconsultancy.com](mailto:c.jacks@grosvenorconsultancy.com)

Grosvenor Consultancy Services LLP  
Thames House  
5 Church Street  
Twickenham  
Middlesex  
TW1 3NJ  
United Kingdom  
Telephone: + 44 (0)20 8891 6767  
Fax: +44 (0)20 8891 1177  
[www.grosvenorconsultancy.com](http://www.grosvenorconsultancy.com)