



# NextWave Overview

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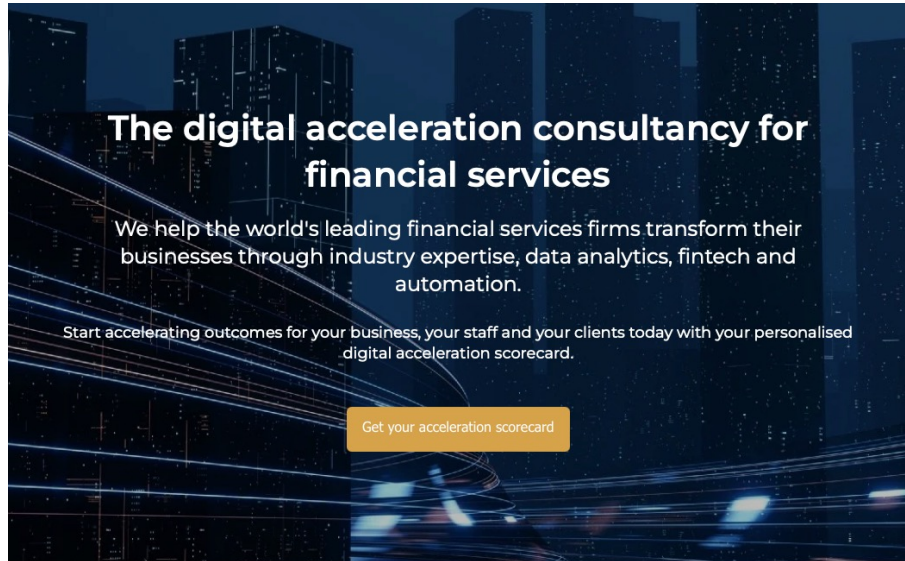
An Introduction

2023



# NextWave Introduction

Building Businesses for the Next Generation - helping Financial Services firms deliver on their transformation goals...



**The digital acceleration consultancy for financial services**

We help the world's leading financial services firms transform their businesses through industry expertise, data analytics, fintech and automation.

Start accelerating outcomes for your business, your staff and your clients today with your personalised digital acceleration scorecard.

[Get your acceleration scorecard](#)

THE SUNDAY TIMES  
**Best Places to Work 2023**

The Sunday Times Best Places to Work Award  
Sunday Times 100 top 20 fastest growing companies in the UK

THE SUNDAY TIMES  
**Hundred 2023**



## Why do clients come to us?

Clients usually come to NextWave because they have key business growth, efficiency and control objectives and are seeking a more future-focused alternative to the big-name consultancies to help them deliver.

## What are their key challenges?

Limited internal fintech, industry & transformation capacity and expertise to create effective strategies and leverage the right technologies to deliver tangible business outcomes quickly.

## Who are our typical clients?

C-suite (CIO, CDO, COO, CRO, CFO) at global Banking, Markets, Insurance, PE, Wealth or Asset Management firms, >\$1bn revenue with a transformation agenda and portfolio of change initiatives.

## What can you achieve?

Complex transformation programme delivery to meet business, operations, risk, regulatory, control and finance goals.

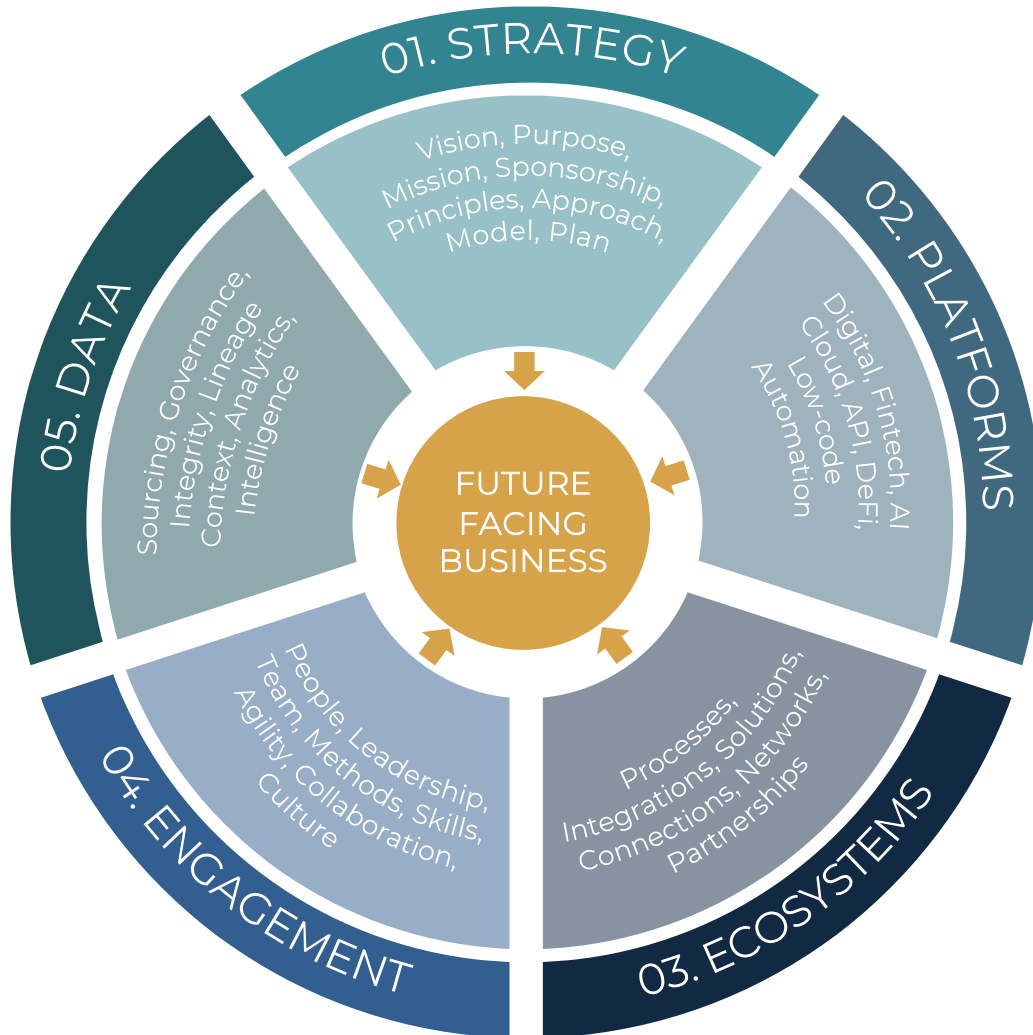
We often deploy fintech and low-code solutions which can typically be delivered 5x faster than traditional approaches, resulting in processes automated from weeks to minutes and data decision accuracy improvements of up to 90%.

## How can we help?

Our client work usually involves an initial 6-week strategic review, or a 2-week solution proof of value, followed by agile co-delivery with our clients over 4-6 months and a transition to self-sufficiency and ongoing operations.

# The 5 Drivers of Digital Acceleration - SPEED

A future-facing business should be strong in each of these dimensions...



## STRATEGY

A strategic approach is required to achieve transformational change in your organisation. Investment in developing your strategy up front paves the way for successful execution.

## PLATFORMS

Modern technologies offer not just power, scale, automation and AI capabilities, but also the opportunity to develop new systems and processes at a pace that far outpaces legacy approaches.

## ECOSYSTEMS

We operate in a connected online market and the firms that successfully foster & leverage their networks of clients, products, processes, partners, people, platforms and solution providers will get ahead.

## ENGAGEMENT

People are the backbone of an organisation, driving its growth, innovation, and success. Focus on skills, culture and ways of working to harness human potential & drive successful business evolution.

## DATA

Data is the fuel for all your key business processes and systems. Sourcing, governing, enhancing and leveraging enterprise data to drive intelligence, decision-making and business value is vital.

# Strategy - Development & Execution

Growth, Efficiency & Control - CxO Priorities & Approaches...



## Deliver a growth and transformation strategy

- Build a convincing business case for investment
- Understand the key value drivers for your business
- Develop unit economics and pricing models



## Define and communicate the strategy

- Interweave data and technology into your business strategy
- Build a consistent executive narrative and stories
- Set believable timelines and goals



## Understand the transformation

- Develop a roadmap for your strategy execution
- Track progress using milestones and metrics



## Align the organisation and equip for success

- Align the organisation structure and your priorities
- Coach your leaders to be successful
- Empower and incentivise your colleagues



## Evaluate investments and outcomes

- Leverage industry experience to identify winning strategies
- Understand the potential risks and outcomes
- Review your investments and rationalise your change portfolio



## Find the best solutions

- Create a single architecture and operating model blueprint
- Understand when and how to use new technologies
- Quickly identify and evaluate emerging Fintech solutions



## Develop new capabilities and future-proof the business

- Build specialist data and technology capabilities
- Develop people with hybrid skills and breakdown barriers



## Accelerate delivery

- Automate quickly and incrementally to build momentum
- Leverage people with both business and technical experience
- Use prior transformation expertise to remove roadblocks

# Platform Ecosystem – Data, Automation & Fintech Solutions

A focused Technology Partner ecosystem...

We work with the latest technology companies, who are at the forefront of making organisations more effective, agile and safe.

Our technology partners are at, or beyond, the scale up stage, and have been carefully selected based on their solutions and the best-in class technologies they use to build them.

Our partners are often guided by our depth of market experience, enabling them to focus on new product offerings and maximising the positive business outcomes.

We are **use-case led**, applying the latest technologies to deliver real business outcomes...fast.



## STRATEGY

Strategy Execution &  
Generative AI led accelerators



StrategyWorks®



## DATA

Data analytics, decision intelligence,  
lineage, automation & AI



## DIGITAL

Process mining, digital workflow and  
EUC automation



## INDUSTRY

Risk / Regulation / Compliance / Sustainability



30+ partnerships with "best in class" technology companies  
Focused on Data, Digital,  
Regulation and Sustainable  
Finance



# Engagement – NextWave Capabilities

80 Consultants, 4 Offices, 23 Clients, 30 Tech Partners, 100+ Projects...

## 1 Sector focus across buy and sell side

- Global Markets, Investment Banking, Commercial Banking, Asset Management, Wealth Management, Insurance, Private Equity

## 2 Divisional focus

Complex transformation delivery across:

- Business, Operations, Finance
- Regulatory, Risk, Control and Compliance
- Technology and Data
- Automation
- Sustainable Finance

## 3 Capabilities & Skill Sets

- Senior practitioners and SMEs – Leadership and troubleshooting
- Automation and data intelligence
- Architecture, strategy and target operating models
- Programme shaping and delivery – Programme, PM, BA teams
- Engineering delivery – Solutions and Development teams
- People and Coaching – Team Performance optimisation

## 4 NextWave Accelerator Solutions (sample)

- Model Risk Manager (MRM)
- Process Workbench
- Finance Of The Future
- Regulatory Horizon Scanning, Client onboarding automation
- Fraud, AML, Trade, Credit, Client Contextual Data Intelligence

## 5 Locations

- UK, EMEA and US focus
- Global capability via alliance eco-system

## 6 Alliances (Sample)

- |            |                  |
|------------|------------------|
| • Quantexa | • RequirementOne |
| • Alteryx  | • Solidatus      |
| • Appian   | • Squirro        |
| • Celonis  | • StrategyWorks  |

## 7 Team Sizes

- Fast mobilisation of teams of 2-20
- With transformation partners: 20 – 200



# Social Enterprise - NextWave One4One

NextWave's unique 'One4One' social impact programme creates a paid internship in tandem with each client engagement, to give socially diverse youngsters their first step in their careers...

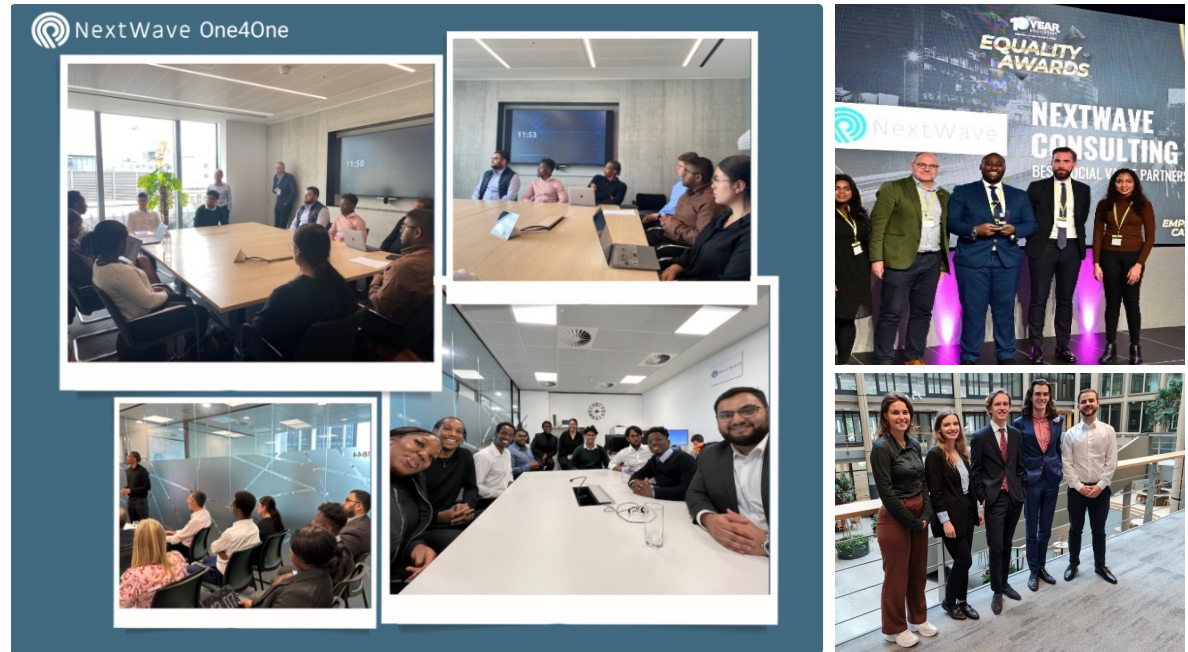
One4One has helped 34 young people kick-start their careers over the last 4 years through a unique and immersive internship experience.

Our interns take part in two weeks of presentations, meetings and workshops designed to provide them with a solid understanding of Financial Markets and the changing landscape that is being driven by new technology.

Our clients, alliance partners and internal practice teams all play a part in delivering and mentoring and the resulting energy and insights are dramatic.

Our One4One alumni invariably move forward to more informed higher education choices and great jobs with major firms – some of them now work for NextWave.

To find the best candidates for our One4One programme we partner with Generation Success in the UK, a not-for-profit organisation dedicated to empowering young people of diversity to reach their career aspirations.



# Case Studies – Driving Great Business Outcomes

How have we helped our clients?

We leverage **industry expertise** (NextWave leadership have held MD-level roles at top-tier Financial Institutions)

*together with...*









the world's leading **decision intelligence, AI, data and automation technologies**

*to deliver...*

enterprise **business solutions** and transformation **faster, cheaper and more effectively.**

NextWave clients have:

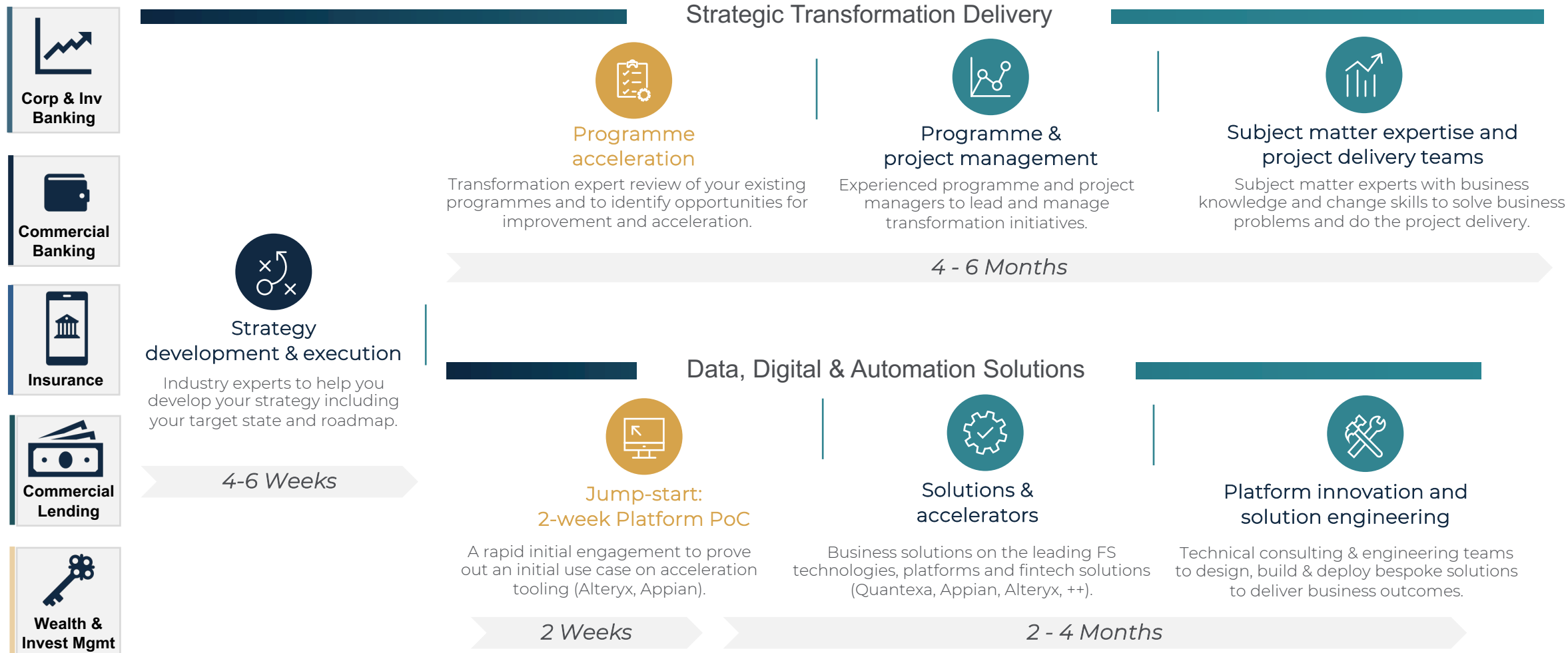
- Automated processes from **weeks to minutes**
- Accelerated their **solution development** by 8-10x
- Delivered critical programmes & saved months from transformation timelines.

 <p>Data strategy for a global reinsurance business <b>Strategy   Insurers</b></p>	 <p>Data and tech strategy for a UK insurance group <b>Strategy   Insurers &amp; Tech</b></p>	 <p>Operating model design <b>Strategy   Asset &amp; Wealth Management</b></p>	 <p>Operating model for Commercial Road Transport <b>Strategy   Growth Companies</b></p>
 <p>Entity stand-up of a major bank <b>Transformation   Financial Markets &amp; Banks</b></p>	 <p>Working with a major bank as part of a controlled-wind down <b>Transformation   Banks</b></p>	 <p>Wholesale lending transformation delivery <b>Transformation   Banks &amp; Fintech</b></p>	 <p>Advisory role for a listed financial services company <b>Transformation   Banks &amp; Fintech</b></p>
<p>Implementing a robust cost allocation for IFRS17 in Alteryx <b>Digital &amp; Automation   Insurers</b></p>	<p>Addressing the operational risk of activities reliant upon Excel <b>Digital &amp; Automation   Insurers</b></p>	<p>Automating bordereau reconciliations and approvals <b>Digital &amp; Automation   Insurers</b></p>	<p>Private equity deal pipeline using Appian <b>Digital &amp; Automation   Asset &amp; Wealth Management</b></p>
<p>Automating bank-wide climate reporting disclosures <b>Digital &amp; Transformation and Sustainable Finance   Banks</b></p>	<p>Structured data: Regulatory horizon scanner <b>Regulatory &amp; Compliance   Tech</b></p>	<p>Capital requirements regulatory reporting for an international bank <b>Regulatory &amp; Compliance and Transformation   Banks</b></p>	<p>Market Abuse Risk (MAR) surveillance <b>Regulatory &amp; Compliance   Banks &amp; Financial Markets</b></p>



# Working with NextWave – Typical Engagement Paths

A rapid Discovery, Planning or PoC stage followed by agile co-delivery and transition to BAU...



# The NextWave Difference – Value Accelerators

Strategies, Solutions and Specialists - delivering exceptional value on every project...







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