

SERVICE OFFERING

Making a difference through sustainable value.



Who are CORUM?

We are the premier CIO support consultancy operating across New Zealand. We specialise in the delivery of strategic outcomes underpinned by practical, fit for purpose implementable approaches supported by our team of subject matter experts. We access decades of prior CIO experience to accelerate your outcomes.

Our Approach

CORUM intimately understands best practice, however unlike some of our competitors, we always temper this with practicality and achievability.

We recognise operational constraints need to be balanced with an absolute need to succeed. Our approach effectively targets outputs that are value-rich, appropriate and actionable. CORUM ensures we fully understand the requirements of our clients and are confident that we provide the best possible resources at the best possible price.

CORUM prides itself on our honest, transparent and collaborative approach to business.

Understanding that we may be engaged as Subject Matter experts to meet a need and deliver immediate value, we also seek to ensure the knowledge and skills gained are passed onto our clients to better enable them going forward.

Our Customers

We are the trusted partner of choice across a broad client set through Central and Local Government, private sector and not for profits.

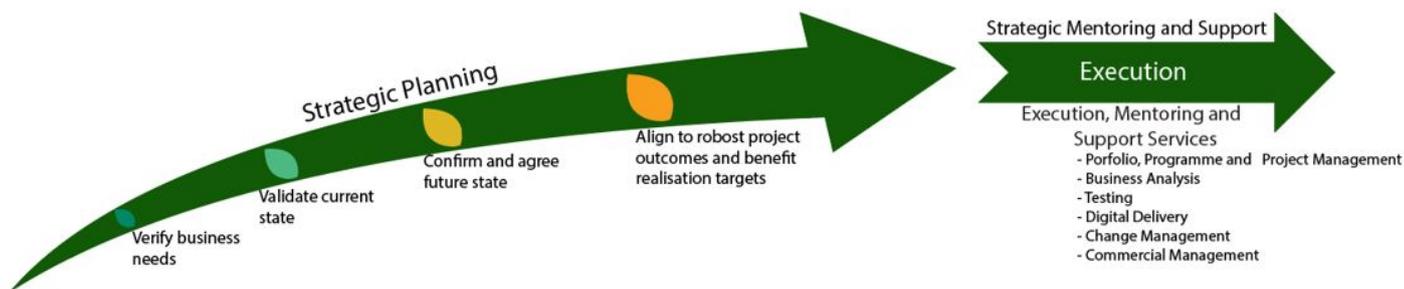
We ensure our clients benefit from each engagement.

Our Key Propositions

- C³ Virtual CIO (vCIO), CIO Mentor and CIO Support
- P³ Portfolios, Programmes and Projects
- Subject Matter Expertise resourcing

Our Key Differentiators

- A company built on a foundation of honesty, integrity, and transparency;
- Build enduring partnerships, consistently delivering value;
- Only provide experienced and capable practitioners, who have proven themselves with CORUM over many years;
- Have a 100% track record for successful delivery; and
- Operate across all sectors and verticals allowing us to cross pollinate opportunities not necessarily apparent.



CORUM provides key subject matter capability to enable our clients to deliver more effectively, more efficiently and with greater confidence.

Key responsibilities of the C³ service offering are:

- Identifying the right business driven strategy to deliver business outcomes, ensure cost efficacy;
- Assess and build on existing strategy to best fit outcomes utilising our extensive experience with other clients;
- Provide guidance of how to best leverage internal capability, assets and relationships to meet clients immediate and future needs;
- Mentor and support internal staff to accept and adopt business critical change, developing future focussed skills and capability within your business;
- Remove barriers created by lack of knowledge, experience, aging technology, policies or process;
- Ensure the right supplier commercial arrangements are in place to effectively meet the needs of your organisation, not supplier revenue streams;
- Ensure the integration between the internal system support capability through to outward facing client is efficiency and utilises a digital footprint;
- Accelerate ongoing IT strategy and support development to ensure technology options are delivered to meet current and future business needs; and
- Provide underlying project management skills to ensure activities planned are effectively managed to budget and outcomes.

Utilising the skills and experience proven in prior CIO roles, the CORUM C³ services always provides additional options and solutions to existing challenges that are not always apparent.

The CORUM value proposition provides access to extensive experience, cross-vertical knowledge and an extensive knowledge base. This ensures the very best independent support and advice.

Our Engagement Model



Collaboratively understanding our clients' needs and proposing an approach to best meet those needs is key to a successful outcome.

Our engagement strategy is based on the philosophy of **"we succeed when our clients succeed"**.

We offer the best fit engagement model for the specific needs of the client every time by adopting a flexible approach.

Call us today to arrange an initial consultation.

Value of this service

- Cross sector CIO skills with proven experience developing and delivering strategic and operational outcomes;
- Supporting skills and resources of a consulting organisation with a record of practical, cost-effective and assured outcomes;
- Artefacts, knowledge and experience to fast-track and assure outcomes;
- Relationships, innovation and information across the multiple verticals C³ covers;
- Resources that meet targeted costs and outputs but not necessarily a full-time resource;
- Backup and support through the CORUM C³ organisational depth;
- Resources with deep commercial negotiation, technology supplier management skills and understanding of appropriate value vs pricing to deliver the optimal supplier relationships for our clients.

Commonly Achieved Outcomes

- Strategic definition
- Operational integrity
- Staff KPI and Organisational success
- Key staff development
- Cost efficiency and optimisation
- Risk reduction
- Outcome surety
- Market advantage
- Redirecting effort in sustainable fashion

What does it cost?

We offer competitive rates, fixed and floating.

Each delivery is unique, give us a call to arrange an initial consultation.