

CONNECT ENGAGE NURTURE

Welcome to **CONNECT**, the consultancy arm of **Eden Smith**, responsible for delivering consultancy projects, providing access to the latest data technology and running the **Eden Smith** partner program.

We are passionate about helping you make sense of your data and have brought together a team of data experts that will successfully deliver your projects on time and within budget. Whether you need us to be the prime contractor, consultancy partner or a highly qualified technology consultant/reseller then this is the business unit to engage with. **CONNECT** also runs the **Eden Smith** partner program ensuring we have the industry leading data companies engaged and ready to support you.

Keen to become a partner? – You've also come to the right place.

The world of data is a young, exciting, rapidly growing sector and if you are challenged with making sense of your data it is vital for your success that you partner with companies able to share knowledge and experience. To support the needs of our customers we have built an extensive eco-system of data experts & companies focused on:

- Data Governance & Information Management
- Data Analytics and Data Science
- Data Engineering
- Data Architecture

The team is highly flexible and will engage with our customers in many ways to help them achieve their goals:

Connect – Consultancy Partner

Driven by innovation and backed by industry experts, we collaborate with our customers to consult, design and deliver projects that enable their organisations to be more data-centric.

Supported by our partner eco-system, we have knowledge of the latest data strategies and technologies to transform your business and can be engaged to successfully deliver projects by:

- Gathering business requirements and developing specifications.
- Advising on data technology and platform solutions.
- Engage innovative and professional data companies to contribute expertise and solutions
- Building and leading the teams needed for project completion.

On consultancy projects we are delighted to operate as prime contractor for our customers enabling all technology, resources and consultancy to be procured and delivered under an Eden Smith umbrella contract. This ensures our customers:

- Achieve single point of contract responsibility
- Receive best value pricing and benefit from economies of scale.
- Minimize preferred supplier and procurement barriers for their organization.
- Achieve resource flexibility.
- Achieve resource and platform flexibility

As prime contractor **Connect** will engage closely with our customer's in-house team and manage their data programs to a successful delivery.

CONNECT – Ecosystem

The team has built an extensive ecosystem of data expertise, which is made available to our customers, assisting them to successfully navigate the complex and rapidly expanding world of data solutions. We ensure our customers select the right partners for their projects by:

- Collaborating with them to generate project requirements.
- Developing detailed invitations to tender.
- Facilitating introductory meetings with **CONNECT** certified partners.
- Investigation and evaluation of potential data solutions on their behalf.
- Delivering access to complimentary consultancy sessions from ecosystem members.

Our customers are encouraged to engage with the team and explore the benefits offered by the ecosystem. Our mission is to help our customers make sense of their data and enjoy the experience!

CONNECT – Technology VAR

For customers that have the expertise and resources necessary to manage and run data projects **Eden Smith** can be engaged to deliver data focused technology, platforms or services and their implementation. Need to implement a new data platform or a technology stack, then why not give us a call and see how we can help?

CONNECT - Partner Program

Are you a technology and service provider for the data sector? Do you have a team of professional and knowledgeable data experts alongside great technology?

As a **CONNECT** partner you will have the opportunity to bid for some of the UK's most exciting commercial and government data projects. You will be a member of an exclusive partner program, most likely one of only 3 partners chosen for your specific data sphere. As a certified partner you will be able to offer your

technology, consultancy and resources under **Eden Smith** umbrella contracts, reducing your customer acquisition costs, overcoming preferred supplier and other procurement barriers thereby increasing your opportunity for success. You will receive new business introductions and be recommended to our customers.

If this sounds like an exciting opportunity then why not apply to become a member of the **CONNECT** partner program? To qualify you will need to meet the following criteria:

- You will need to demonstrate expertise in your chosen data sphere.
- You will have referenceable delighted customers and published case studies.
- You will have a track record of successful project delivery
- You will be willing to deliver training to the **CONNECT** and **ENGAGE** teams.
- You will be willing to perform pre-sales services as part of a project bid process.
- Your team will possess relevant industry certifications.

Interested to find out more about how **CONNECT** and **Eden Smith** can help your business solve its data challenges? Why not come along to one of our tech meet ups for Chief Data Officers, network with our customers and meet the team. Or drop us an email/call and we will be delighted to chat.