

# DEECON DOWNLOAD

In this issue...

- MESSAGE FROM OUR MD**
- SPOTLIGHT**
- DEECON-STRUCT**
- Q1 INSIGHTS**
- TEAM FOCUS**



## Message from our Managing Director



Following our record breaking 2022, Deecon began the new year with a number of continuous improvement initiatives. These are designed to drive cross-functional efficiencies and foster long-term advantages.

Deecon also began a new recruitment cycle in January. We received over 250 applications for the role of Business Analyst. This will enable us to respond to the increasing demand for Deecon's high-quality services.

We celebrated International Women's Day in February. Zara and Amelia led a workshop to

help raise awareness of unconscious bias towards women in the workplace. It was a great opportunity to celebrate the women of Deecon and their achievements.

The team have also been reflecting on the importance of company culture and have identified 6 fundamental values that encapsulate Deecon's DNA.

Our commitment to continuous improvement and focus on positive company culture are what make us distinct from the competition and a pleasure to work with.

*Darren Gillard*

## Deecon-struct

Our blog series examines the key opportunities and challenges faced by our clients. Head to our website to find thought provoking blog posts inspired by the sectors we work across, along with other related topics at:

<https://www.deeconconsulting.com/deecon-struct>



**PERFORMANCE MANAGEMENT: LOOKING INSIDE THE BOX**



**THE POWER OF FOCUS: HOW PROCESS OWNERS CAN SPEED UP INFRASTRUCTURE DELIVERY**



**BUSINESS GROWTH VS ENVIRONMENTAL COMMITMENTS**

## Come and meet us at...

<b>18th April</b>	UK Infrastructure Show
<b>1st June</b>	ProcureX National
<b>20th - 21st June</b>	Future of Utilities Summit 2023

## SPOTLIGHT



Find out more about Deecon's DNA at <https://www.deeconconsulting.com/dna-1>

## PERFORMANCE MANAGEMENT: LOOKING INSIDE THE BOX

The benefits of consistent and accurate internal reviews are not limited to immediate cost savings.

Businesses often fail to look inwards and can struggle to resolve problems or realise opportunities.

The benefits of comprehensive internal reviews include end-to-end process visibility, improved communication channels, and effective system utilisation.

However, internal reviews can often be time-consuming and costly. In order to ensure that the benefits are captured, it is important to implement regular cadence for internal reviews, communicate the benefits and actions clearly, and review departmentally in order to detect nuances.

<https://www.deeconconsulting.com/deecon-struct/performance-management-reviews>

## THE POWER OF FOCUS: HOW PROCESS OWNERS CAN SPEED UP INFRASTRUCTURE DELIVERY

Process owners operating outside of BAU activities can strategically focus on improving project delivery.

Delivering infrastructure build can be complex and time-consuming. As a result, departments may struggle to holistically evaluate processes or drive change. Appointing a single process owner can improve efficiencies and prevent bottlenecks.

Process owners' unique knowledge and insights should be codified to prevent a single point of failure. A Work Operating System can achieve this by establishing a digital core for operations and facilitating team collaboration. A successful owner of a critical process will carry less and change more, driving operational excellence in project delivery.

<https://www.deeconconsulting.com/deecon-struct/process-owners>

## Deecon's Q1 Insights

## What we have learnt from recent projects



**Opportunity Assessments (OAs) form the foundations on which a claim is built.** If completed correctly, an organisation can utilise OAs to effectively judge the strength and validity of its position before a claim is made. Without

completing an OA, a claim may misrepresent a company's true status. The two key components of an OA are document analysis and stakeholder workshops.

Document analysis is vital to collate and comprehend the information from pre-contract to practical completion, with justification for all the steps in between. Stakeholder workshops provide critical insight into the experiences of those involved or affected by the issues raised in the

claim. It is important to utilise a standardised agenda across these meetings for effective comparison of events. OAs provide an evidenced-based and informed insight into the reasoning behind a claim.

Deecon can support organisations to complete Opportunity Assessments. Our independent expert perspective provides an objective stand-back review, enabling our Clients to improve the formulation and management of their cases.

## Team Focus

This quarter Deecon Consulting celebrated International Women's Day. We highlighted the ongoing challenges towards improving diversity, equality and inclusion in the workplace.

**Our female colleagues are key to our success as an organisation, which is something that we believe should be celebrated.**



**Amelia Bradbury**  
Consultant

Amelia has worked across many of Deecon's service lines including Transformation, Research & Strategy and Programme Management. She recently completed a year-long systems transformation project and currently leads our recruitment programme.



**Alexandra Bicu**  
Business Analyst

Alexandra has supported across several Commercial Management and Market Research projects. Additionally, she is a key member of the tendering team, and is pioneering our mental health initiative. Alexandra also runs Deecon's LinkedIn page!



**Subhiksha Subbaraman**  
Consultant

Subhiksha specialises in Commercial Management, having spent the past year working with a leading infrastructure organisation. As a result of her hard work, Subhiksha received a well-deserved promotion to Consultant. She also runs our Learning & Development programme.