

Transformation: the Digital Dimension

Telos Partners have been operating for over twenty years in the strategic transformation space. We understand it and have the campaign medals and scar tissue from having worked with around four hundred organisations, focused on their long-term success.

And yet the most significant force demanding change, the digital transformation of our organisations, in the Fourth Industrial Revolution, has largely been left unaddressed.

Until now.

We are delighted to welcome a team of digital specialists into the Telos fold. Operating as **Telos Partners Digital Limited**, they will bring their expertise to help clients address their digital needs, at both strategic and implementation levels.

The core team of 12 individuals have an aggregate of 235 years of experience, providing a wide range of digital, scientific and technical solutions. Their experience is biased towards, but not limited to, warehousing, logistics, technical infrastructure, and industrial/business-process applications, such as:

- A high-performance, agile and rapidly-customisable warehouse management system with great flexibility and low-cost, suited to the needs of medium-scale operations, built for a UK-based logistics company.
- A communication tool enabling collaboration across teams in various locations: a virtual war room tracking progress and key metrics and facilitating operational-excellence and employee-engagement. This supports remote management and training allowing expert-practitioners to coach far more frequently and achieved and sustained substantial financial business improvements.
- Data science: working with the operating companies of a major group to transform their forecasting systems using the best algorithms, including machine learning tools, to provide better forecasts, simulation of strategies, and optimisation of storage and stock algorithms.
- Built technical infrastructure, based on OpenStack for our business and customers, providing high-reliability, automation, monitoring, and at a much lower cost (and with better cybersecurity and privacy) than the competition. Providing substantial processing power for an earth-sensing and geo-monitoring company.
- Providing scientific, technical, and mathematical analysis and advice in various contexts including renewable energy systems, manufacturing systems, engineering and electronic design, titanium-chemistry.

This digital team combines a passion for technology, and a wellspring of practical expertise, with the ability to diagnose, problem-solve, explain and advise at a strategic level.

Richard Neill, who will head the digital business, said:

“We are delighted to join Telos Partners and to strengthen their capacity to meet clients’ long- term needs. Our digital capability, together with the Telos commitment to relationships and the delivery of successful outcomes, will provide the basis for significant value-add for our clients.”

Adam Campbell, Managing Partner of Telos Partners, reports:

“There is a need expressed by our clients for digital expertise, that can either assist them to build their own capability, or partner with them to develop their own digital solutions. We are delighted to welcome Richard and his team to the Telos family.”

Further information is available on the Telos Partners Digital Limited website at: <https://telos.digital>