

managing risk



delivering value

Services For Exploiting Convergence

To exploit convergence, businesses need to compete at a global level. Op2i convergence exploitation services seek to achieve the following ends:

- Determine strategy to compete – what's niche, what differentiates you, how do you compete with emerging countries?
- Seek raw materials globally at lowest possible cost
- Improve efficiency in all three economy forms: allocative (resource allocation to achieve maximum returns), productive (minimal per unit cost) and dynamic (innovative)
- Use partners to implement organisational functions / processes, which they can do better and cheaper than a company can do internally
- Automate processes wherever possible to eliminate errors and improve efficiency
- Recruit talent globally and have workforce stationed globally working remotely, working in different time zones – seeking to become a 24hr company
- Implement best available technology, systems and management to interconnect employees, suppliers, partners, customers and knowledge
- Offer superior customer service, constantly communicating and managing the relationship
- Seek to distribute knowledge within the company
- Enter new product / service and geographic markets
- Develop new products for the convergent age and protect such innovation

Convergence Infrastructure

1. Telecommunications – fixed, mobile, data, value add providers

We work with you to identify where you should position within the changing value chain and what is core and non core activities for companies today and in the near future

We disintegrate the pillars of your organisation to understand where true value lies and where business improvement can be achieved through internal process improvement, automation and outsourcing

We help you manage the transition from the old business structures to new structures, whilst bringing about efficiency in your operations

We help you transform your business to excel within the position you adopt within the value chains, whether its cost leadership or differentiation

We help you improve your customer service and differentiate yourself in an increasingly competitive and convergent environment, by creating integrated marketing campaigns utilising cost effective telemarketing, inbound and outbound call centres, improved technical assistance and remote customer communications management

2. Information Technology (systems, data centres etc)

We understand that keeping abreast of the latest technologies is both a time consuming and sometimes an expensive option, we help you identify opportunities to access resources which enable you to scale, quickly, without needing to dedicate significant resources in recruitment and training

We provide solutions which enable you to offer new and innovative services to your existing clients and services which would enable you to grow your customer base. We help you provide remote management and monitoring solutions to your local clients, at 50% of the local costs, enabling you to

concentrate on higher value and onsite work

In an increasingly security conscious world, we can help you develop and provide fully managed security services which you can offer to your clients

Convergence Enablers

3. Software development

Clients are demanding software development in ever shortening timescales, with increasing guarantees of error free coding, with an ever increasing number of technologies and protocols, we help automate your software development process, to bring about significant improvement in efficiencies

We help you automate your software development process, allowing you to manage software development through 3rd party developers based remotely

We provide access to cost effective software testing solutions

We provide access to skills in short supply which will enable you to scale quickly, at a fraction of the costs locally

We help you manage the offshore software development process, enabling you to cut your costs by up to 50%, which will help you stand out from the crowd

4. Technology (electronics design, assembly and distribution)

With ever increasing competition in electronics manufacture and distribution, it is essential for your survival that you not only optimise your end to end processes but do so at the lowest possible costs. We help you bring about efficiency improvements by optimising your end to end processes.

We explore, facilitate and manage offshoring of functions and processes, giving you access to the benefits of offshoring, cutting costs by up to 50% without the risks.

We facilitate the repositioning of your business to take advantage of opportunities to serve developing countries with your technical research and design capabilities

Convergence Content

5. Media production and marketing

The production of media, and marketing off such media, to the target market is no longer restricted to the large production houses, or about blanket advertising. With a flood of content, organisations need to be more creative in utilising old content and in the creation of new content, appropriate for new mediums

In a world where content is king, the production, re-production, distribution and management of content, whatever form that content takes, is critical for success. We help you deliver old content in the new world.

We provide consulting services to analyse what content may be suitable to which media

We provide access to e-publishing and distribution services, enabling you to extend the life and seek new revenue streams from old content

With globalisation, geographic barriers are eroding and new markets are emerging, we can help convert content for these new markets, with greater efficiency and professionalism than an organisation could achieve internally, to enable you to seek new revenue streams

6. Interactive content development - games etc

We provide interactive media content in the form of 2D and 3D animation and design services to enable you to compete in the new world, helping organisations visualise and virtualise the physical

world within the online world

We help in the production of e-books and training material seen as becoming important in environmental green agenda

We help games developers take their idea and concept to reality at 50% of the cost it would take them to do this

We help develop software for multiple platform applications – porting software from one platform to multiple platforms

7. Media distribution – text, music, video

We help manage the content to maximise returns through digital asset management support and solutions

We provide access to solutions to manage content distribution and the issues of royalty payments and intellectual property and copyrights

We provide access to processes and partners to manage and protect content which may include the processing of royalty payments for instance