

Advisory Services

Advisory Services enable you to purchase help and guidance to assist with issues and business decisions or to gain an external and experienced view in order to get more out of networks or help improve processes.



Solve persistent problems, realise or maximise the potential from a new opportunity, provide guidance on network infrastructure or processes and drive permanent changes within your organisation.

Service benefits

Bring in specific skills for the challenges ahead

Assignment can be scoped to suit your needs, enabling you to bring in the right skills for the right time frame.

Save money

Avoid expensive training costs or permanent increases to headcount.

Inject Openreach knowledge

Get help from Advisors who have current knowledge of Openreach's offering.

Improve the way your business works

Target improvements to existing processes and ways of doing business.

Independent perspective

Provides a fresh pair of eyes and no assumptions – hence generate new ways of looking at existing problems.

Potential to effect change in all directions

Both within your organisations and back into Openreach.

Enter new markets quickly and effectively

Detailed knowledge in new areas enables you to get it right first time and maximise early business opportunities.

Gain permanent knowledge and insight

Naturally enhance knowledge in your own organisation – effectively re-skilling your own people.

Reduce time wasted within processes

End to end investigation, combined with knowledge of Openreach processes and interface possibilities, better enables the identification of activities that can be done more efficiently or even in parallel.

Address root causes

Advisors are able to look at your 'end to end' business, take time to understand cause and effect and therefore bring about changes that will benefit all future projects.

What Advisory Services can offer

Systems design advice

Optimise interaction with Openreach's when designing and testing your own systems.

Support requirements for operational skills

Typically internationally to other Telcos.

Provide specific technical advice

This can be on both UK and International assignments and can cover Fibre, Copper or Ethernet solutions.

Provide knowledge

Training and up-skilling – especially where related to Openreach's products and services.

Support business improvement

Ensure your end-to-end processes and systems are interacting efficiently with Openreach's.

Support major new projects

Benefit from advice prior to a formal established project.

Aid and inform network design

Including access, backhaul, LLU and associated service wraps such as resilience.

Provide general support and advice

Especially when interacting with Openreach for agreed assignments, projects or programmes.

About our Advisors

How they work

Advisors can work from your premises* and can:

- Take primary responsibility for helping you to meet defined business goals as scoped by their objectives
- Work as part of their programme team to manage sections of a large project or programme – providing input from concept through to the planning process.

In order to do this they will interact with internal and external elements of the supply chain as required.

*Subject to reasonable travelling distances and reimbursement of travel related expenses.

Skills you can expect:

- Understanding of concepts, procedures and application of programme management and/or Business Improvement
- Ability to evaluate complex situations using multiple sources of information
- Proven ability to apply relationship management skills and to be able to build and own client and stakeholder relationships at appropriate management levels
- Good understanding of rules on Commercial Information and Customer Confidential Information demonstrable to their manager prior to their assignment
- Business improvement background as well as project management skills if needed.

N.B. Openreach Advisors working as part of Advisory Services will not bypass any Equivalence of Input (EOI) or confidentiality rules nor will they offer professional management skills including legal and regulatory, marketing, human resources and finance.

For more information on Advisory Services visit www.openreach.co.uk or contact your business development manager.

www.openreach.co.uk

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