

## Sourcing Technology in the Insurance Industry

According to the 2012 PWC report on top insurance industry issues, one answer to declining profitability is that “technology offers insurers great promise for developing a competitive edge... Quite simply, the cost of establishing a common view through superior IT execution and pricing segmentation could prove to be the cost of staying in business”.

At Turnstone, we provide a novel service to help – we support **and** accelerate your commercial workload in sourcing and procuring technology.

We are currently working with an insurance firm, supporting them in Oracle licensing and assisting with a cloud software negotiation.

So, if you...

1. have a heavy commercial workload to support your technology plans, or
2. have many legacy or inherited IT contracts in the portfolio, but little time or resources to review them, or
3. want to get the best value from your tendering but lack enough resource to fully run the process

... then Turnstone’s commercial IT experts can support you with our 'on demand' service. We provide the spot resources, with the right expertise, only when you need them.

Whilst our track record of savings speaks for itself, many organisations engage us to do the ‘heavy lifting’ and to help get the commercial phase right for their key projects.

### What will you gain?

- welcome extra resource to extend your team, with expert input to your requirements, market evaluation and contract drafting phases
- significant cost savings and benchmarked pricing
- the best service levels and improved IT contracts

### Why Turnstone?

Our City based experts negotiate with IT vendors only - day in day out.

We are experienced at negotiating with tier 1 vendors such as Oracle, IBM and BT, getting the most from them, at the lowest possible costs.

And crucially, the value we create exceeds our fees several times over.

### What our clients say about us

*“Turnstone guided our in-house team successfully through ENW’s first IT outsource under the OJEU regulations. It was a difficult task, with many stakeholders from across the business, tight timescales and a complex project. Turnstone performed very well,*

*providing key OJEU advice and commercial input, as well as hands on support.*

*They are not a typical consultancy - they worked alongside us and got their hands dirty, undertaking the workload of communication with all of the bidders. Turnstone went on to help to ensure the winning deal was commercially favourable to ENW, negotiating appropriate service level terms and checking the schedules.*

*I would not hesitate to deploy them again on a similar exercise, they proved invaluable to our process".*

**Richard Hetherington  
Head of Procurement  
Electricity North West**

*"The results have been pleasing for us in the IT function and also well received at board level. Turnstone helped to lower the proposed lifetime costs by 23%, and introduced many commercial improvements to gain us a more favourable contract."*

**Head of IT  
UK Standards Organisation**

If you would like to hear more on how Turnstone can support your team, please call Anita on 0207 936 4373 or email [anita.manukyan@turnstoneservices.com](mailto:anita.manukyan@turnstoneservices.com)

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On demand IT sourcing