

# Disrupting An Industry



Crown  
Commercial  
Service  
*Supplier*







Today, organisations are transforming at an unprecedented rate. IT should be a **key enabler** and **driver of change**, however, it's not always easy to get right.

Organisations are finding that relying on old school technology partners isn't necessarily the best option to deliver **fast, innovative and cost-effective change.**

Those that are best placed to help you are companies who are really **passionate** about working together as your **true partner** and who always **put some skin in the game.**





## FOCUSED INTENTLY ON OUR CLIENTS

Hunter Macdonald is committed to being such an organisation. As former FTSE 100 IT Directors and technologists, we realised traditional suppliers were unable to meet our demands and asked ourselves what would be the attributes of the perfect technology supplier. We then built Hunter Macdonald around these principles. This approach has resonated well in the marketplace and we are now one of the fastest growing technology companies in the UK.

### BE AGILE & FLEXIBLE

Our teams flex to meet the demands of our clients and are agile enough to ensure that even the most challenging of deadlines can be achieved. Failing to meet commitments is not an option and we don't believe clients should be penalised for change.

### DEVELOP PARTNERSHIPS

We want to be seen as an extension of your IT Department, a trusted advisor and true partner. Our teams will be as passionate about your organisation as you are, sharing a real desire to deliver exceptional IT and fully committed to meeting project goals.

### ACT WITH INTEGRITY

Integrity runs through our DNA. Our teams always do what is appropriate and act in the best intentions of clients. By always doing what is right, ahead of any commercial interest, allows us to build long-term, trusted relationships with our clients.

### REDUCE COST & SHARE RISK

We have a strong background in delivering high-quality, low-cost IT solutions and services. We are always willing to 'put some skin in the game' and offer true fixed-price commercials to ensure we're only rewarded when our client's requirements are fully met.

### DEMONSTRATE EXPERTISE

Our teams are made up of true experts in their field. We train them well and ensure their expertise is constantly refreshed. We also invest heavily in knowledge sharing tools to ensure our clients benefit from the collective knowledge of Hunter Macdonald.

### CONSTANTLY INNOVATE

Our teams are passionate about IT, actively keeping abreast of the latest products and services to ensure clients benefit from technology advances. We pro-actively research how industries are innovating to ensure our clients stay ahead of the game.



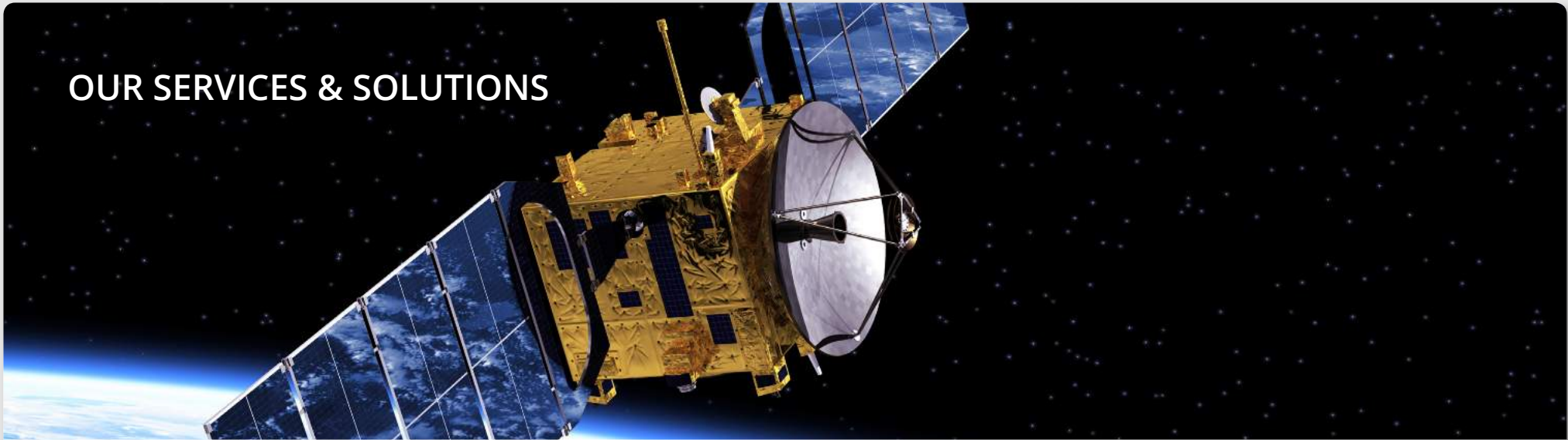


Our objective is to  
continue to build  
upon our excellent  
reputation and be  
**recognised as  
the company that  
succeeds where  
others fail.**

Crown  
Commercial  
Service  
*Supplier*



# OUR SERVICES & SOLUTIONS



Hunter Macdonald provides a comprehensive range of services, these services are organised into 6 distinct practices and are focused on delivering innovative and cost-effective technology solutions. We realise no two organisations have exactly the same challenges and always customise our approach to suit your specific requirements.



- Architecture & Strategy
- Future Modes of Operation
- Programme & Technical Health Checks
- Cost Reduction Initiatives
- Creation of Strategic Technical Roadmaps
- Application Discovery & Licence Management Reviews



- End to End Programme Delivery
- Programme & Project Recovery
- Provision of PMO Services
- Supply of Expert Programme & Project Managers
- Mergers, Acquisitions & Divestments
- Systems Integration



- Infrastructure & Application Deployment
- Systems Migration
- Cloud Migration & Virtualisation
- Application Packaging
- Datacentre Upgrades & Relocations
- Domain & App Consolidation
- Client & Server Upgrades



# GOING ABOVE AND BEYOND TO HELP OUR CLIENTS OUTPERFORM THE COMPETITION



Our practices cover everything from application design and development through to cloud adoption and service operations. We have significant experience working with private and public sector organisations and are able to deliver value from day one. Many of our team are cleared to at least SC level and recognised experts at operating in the most secure and sensitive environments.



- Oracle Implementations Including WebCenter & BPM. (Oracle Gold Partner)
- Automation of Processes Including Interface Designs & Implementation
- COTS & Bespoke Application Delivery & Configuration
- Ongoing Support of Solutions & Services



- Agile Software Development
- On & Offshore Development Teams (.NET, Java, C#, C, PHP, etc.)
- Mobile App Development
- Aligned to Government Service Design Manual
- Legacy Application Redevelopment
- Sharepoint Development & Deployment



- DevOps Services
- Desktop & Servicedesk Provision
- Application Management & Support
- Infrastructure Operations
- Service Management Office & SIAM
- Operational & Security Monitoring
- Driving Operational Excellence



Hunter Macdonald work with many of the **world's leading companies** as well as **key government departments.**





## SERVING YOU BETTER

Hunter Macdonald **is passionate** about delivering cost-effective IT services to our clients and we always look to show our commitment by offering true fixed-price, outcome-based commercials.

We pride ourselves on being extremely agile, delivering fully costed proposals rapidly and able to 'stand up' project teams within the timescales required.

As a privately owned company, with no bias towards any organisation or product set, we can offer **expert advice** that is not swayed by commercial self-interest.

Being privately owned also means that we concentrate on long-term goals and are not driven by short-term revenue objectives, this allows us to **build strong partnerships** with our clients.

Every member of our team understands that success isn't about almost delivering to SLA or delivering most projects on time, it's about **ensuring our client's requirements are always met** or surpassed.



The Hunter Macdonald team is passionate about delivering **cost-effective, innovative technology** solutions and services.

Our team is made up of some of the **best technologists** in the industry, each of whom is **100% focussed** on providing real value.

You have our commitment that each engagement will be a **complete success** and we provide financial guarantees which incentivise us to **always deliver**.



To organise a discussion about how  
Hunter Macdonald's approach to IT Professional Services  
and Delivery can help your organisation, please call  
**0800 567 7196** or email:  
**[Disruption@HunterMacdonald.com](mailto:Disruption@HunterMacdonald.com)**





HUNTER MACDONALD



JUDGE US ON OUR DELIVERY

**GLOBAL HEADQUARTERS**

Victoria House  
26 Queen Victoria Street  
Reading, Berkshire. RG1 1TG.  
United Kingdom

0800 567 7196 | [HunterMacdonald.com](http://HunterMacdonald.com)

**ASIA PACIFIC HEADQUARTERS**

No. 36, Phan Dang Luu  
Ward 6, Binh Thanh District  
Ho Chi Minh City  
Vietnam