

ABOUT INFLUENTIAL

Since 1993, Influential has been driven by a mission to deliver top quality solutions to the world's leading publishers and other complex businesses - **to increase client profitability** via a core set of objectives:

- Drive revenue
- Underpin growth
- Reduce cost
- Reduce risk

Our tailor-made solutions deliver everything from premier-grade Business Intelligence solutions realising past investment in systems and infrastructure and unlocking your business drivers to enterprise grade bespoke software to integrate, manage and streamline your processes, to expert consultancy - all beautifully packaged to improve your bottom line.

At Influential, we are **fluent in:**

- [Business Intelligence](#)
- [Publishing sector consultancy](#)
- [Software development](#)
- [Public sector IT](#)
- [Specialist IT staffing](#)

but above all; we are **fluent in business**

If you need bespoke software developed, a BI solution implemented, CRM assistance, new contract staffing or help in getting your existing systems talking to each other, Influential can help you.

We are pleased to bring our 20 years' experience to clients of all sizes and from all locations - local SME through to global FTSE-100, public and private sector.

As well as being available for typical consultancy and project work, Influential can provide skilled resource at a competitive daily rate over a fixed, renewable term.

If you would like to talk about a business intelligence or bespoke software project you need to deliver successfully, please [contact us](#) or pop in to the world famous [40-30 rooftop bar](#) of our landmark 30 St Mary Axe (City) office

Kent Office

Kent House
Romney Place
Maidstone
Kent ME15 6LA

City Office

28th floor
30 St Mary Axe
London
EC3A 8BF

Business Analyst resource

EXAMPLE PROFILE

10+ years working within various Enterprise clients on a variety of projects, providing a bespoke service, characterized as a liaison with business stakeholders that is highly effective whilst aiming to be unobtrusive, providing a true partnership. In each case using a range of standard techniques focused toward the need of the customer and project in question, whilst yielding high quality deliverables providing effective reference for both business and technical alike.

Track record of successfully delivering a range of projects from enterprise-grade “greenfield” developments to major enhancements within complex legacy and interconnected business systems.

Techniques utilised Include:

- UML process driven (actor) analysis
- Class diagrams and use-cases
- Flow-charting and swim lane diagrams
- SWOT, MOSCOW & PESTLE type analyses
- Concise documentation providing clear referential material for stakeholders to ensure mutual understanding

Selection of projects include:

- Analysis of global management reporting tools serving 500+ users:
 - SAP Business Objects, Oracle 11i, Bespoke Web Application (php)
 - 140 daily feeds, fully integrated with VISTA, Klopotek, Oracle, SAP/R3, CODA, Salesforce operational systems
 - 100% successful implementation with technical team of 5-8 developers
 - Gathered requirements from 30+ operational stakeholders as well as senior management
- Analysis of bespoke Inventory and demand management system
- Analysis of the needs and impact of a distribution partner change, including:
 - Sales order processing and warehouse systems
 - Master data impact across product and customer portfolio
 - Move system planning and adaption profile for receiving systems
- Porting and enhancement of interactive credit management software
- Implementation of a SAP/R3 ERP solution for a wholesale/distribution service
- Royalties, Rights and Permission system definition to elicit:
 - Requirements for RFP for replacement system tender
 - Establishment of opportunities to improve efficiency and work-flow
 - Priorities for phased delivery within clearly defined window of implementation

Typical Client Profile

- Global academic publisher (books & journals)
- UK-based international credit management service
- Global scientific publisher (books & journals)
- International container leasing operation
- Major financial services provider

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