your project, our people

Who are 5raisins?

5raisins delivers IT, networking and telecoms projects. We can provide you with resources and skills on an interim basis so that you can take advantage of short term opportunities and spend more time on your longer term goals.

We like to offer more than just outplacement - so we are also prepared to invest our own resources to help you shape or win the project in the first place. That way, we believe we can both benefit in the delivery phase.

What do we do?

5raisins provides short term resources to deliver IT projects. We can provide the experience and skills you might expect from a larger outplacement company, but with a focus on delivering the project you need us to, rather than just the people.

We can provide a specialised individual on a 'day-rate', right through to an experienced interim management team. We have expertise across multiple disciplines, including commercial, operations, technology, strategy and marketing. Our focus is on IT, networking and telecoms.

A few examples of projects we're currently working on, or have recently delivered, include…

- Develop a UK strategy for an international operator
- Development of messaging and value proposition for the launch of a new Software-as-a-Service business
- Bid management, design and costing for a large telecoms outsourcing project
- Account development for a large systems integrator
- IT outsourcing negotiation for a major UK charity
- Contract negotiation with incumbent operator on behalf of a new entrant

5raisins services include:

- project delivery and cloud-based process outsourcing
- interim management teams
- billing-as-a-service
- commercial architects: business development, procurement and contract negotiation
- strategy and value proposition development
- corporate fund-raising and exit

Project delivery

Because we like to offer more than just outplacement, we can share the risks and rewards associated with a project, or invest our own resources to help you define or win the project in the first place. Either way, we are willing to invest our own resources up-front so that we can both benefit in the delivery phase.

Outplacement

Some tasks require experienced professionals but may be above and beyond the normal workload for your senior employees. They may be a one-off project, or only happen on an occasional basis. Diverting your own managers onto such projects inevitably impacts the rest of their responsibilities. We provide outplacement of expert resources to deliver these tasks or processes. We can provide people on a daily rate, or we can manage the entire delivery of a specific task or process.

Interim management teams

We help busy organisations deliver critical projects that they don't have the time or skills to do for themselves. We can manage outsourcing projects, infrastructure deployment, technology trials, cost reduction or change management programmes.

Our '5raisins d'être'

We have a few truths we hold dear. They help guide the success of our own business. We like to think of them as our 5 'raisins d'être.'

- We're always prepared to share risks - and rewards - if we believe in the customer

- It is better to add value wherever we can - even if we can't bill for it

- Investing our time understanding your business will always pay off - for both of us

- Long term relationships always start with short term deliverables

- At the end of the day - it's always about people

We can hand-pick an interim management team to drive change management and operational programmes for your business. All of our management placements are already known by us – and in many cases already known to our clients as well.

Commercial and deal architects

We often pull together two or more companies to enable new business. We represent businesses that may not have the geographic presence, local contacts or scale to communicate the true value of their solutions. And we match them with other companies, who we know have a demand, to create a winning - and profitable - deal. We can support the sales process, the commercial structure and the project delivery.

We will work on a retainer but we will also work on a risk/reward basis. If we don't believe we can close the deal - then why should you?

Strategy and value proposition development

The most practical value of a well-defined strategy is that it answers the day-to-day prioritisation of your limited resources. As simple as this sounds, creating that strategy must factor in a myriad of complex inter-related inputs – products, competitors, channels, market conditions, regulation, geographic variations – to name but a few. We can take you through a process that will help you develop, articulate and communicate an effective strategy.

We can also help you develop and refine your value propositions. Sometimes, when you're in the middle of everything, it's hard to identify and articulate the few simple reasons why your prospects will buy your product, and the few proof-points that will convince them you can deliver. We will draw on our own experts, as well as our own experience, and talk to your prospects, before helping you define a compelling value proposition.

Corporate fund-raising and exit strategy

One of the most critical times in the lifetime of any business is the point at which it seeks investment, or is looking to realise its value to its shareholders through a form of exit or transaction.

This is also a period where the existing management team must keep their eye firmly on the ball of their day-to-day operations. We can support them in developing a strategy to optimise company value, and create the strongest message for new investors or acquirers. Our team has direct experience in fund-raising, developing successful acquisition strategies and integrating businesses post acquisition across the IT industry.

Billing-as-a-Service

Billing-as-a-Service enables companies to unify their processes for the first time - from sale to cash collection - saving time, eliminating billing errors, and increasing business visibility. We provide the only cloud-based billing system that is simple to implement and versatile enough to fit into existing business workflows and processes.

Who do we work for?

At 5raisins we don't believe you can be experts in everything. That's why we focus on IT, networking and telecoms projects. Within these disciplines we work for the following types of organisation:

Telecoms operators

We have extensive experience of working with telecoms operators; mobile and fixed, large and small, local and international. We can deliver outsourcing projects, infrastructure deployment, technology trials, cost reduction or change management programmes.

Technology Suppliers

We match technology solutions to customers' problems. Most growing technology businesses don't have sufficient resources to develop all the potential opportunities for their products and services. You may not have the geographic presence, local contacts or scale to invest in a large international sales force, for example. We can save you the time, money and investment required to develop a new market – with low risk.

Integrators and service organisations

We help match the capability of integrators and service organisations to their customers' needs. Many service companies don't have sufficient resources on-hand to fulfil all their potential opportunities They may require short term specialist support to win or deliver a project, or they may have a project to deliver that doesn't match their scale. We can put a team together that can deliver against their project and not be limited by existing organisational constraints.

Public Sector

Our team work extensively with the UK public sector. We have experience delivering large networking and IT projects into:

- Healthcare: providing IT skills to deliver major IT projects
- Local government and bluelight services: delivering network projects
- Regional broadband: project managing rural broadband and 'superfast' fibre-to-the-home projects

Opportunities at 5raisins

We are always looking to engage experienced seasoned professionals with a strong track record of delivery in IT and telecoms. If you are interested in working with us, please send a short c.v. which should include names of at least two references from within the industry.

There are more details on our website along with any current opportunities.

How to get in touch

If you think we might be able to help your business, or you might be able to help ours, please get in touch with us - you can find our details at www.5raisins.com

5raisins is a privately held company, founded in 2008, and registered in the UK.