

# Investigation, Service Establishment and Provider Management of Australian Operations

## *Financial Services*



### **The Challenge**

We identified a need within the Australian market place for a specific provider type in financial services that is not currently being met. We also identified a number of well respected brands who would benefit from the services of this niche provider.

### **The Task**

Using our contacts and knowledge of the industry, we identified a UK financial services business that was looking for growth opportunities in the Asia Pacific region and who would be able to very capably fulfil the niche we had identified.

Because of our local knowledge and expertise in financial services, the UK

business asked us to partner them to help them investigate, establish and help run their Australian operations and also to investigate other opportunities within the Asia Pacific region.

The project is broken down into three steps:

- Stage 1 - Opportunity Analysis & Costing
- Stage 2 - Service setup
- Stage 3 - Ongoing provider management

### **The Results**

Once established, it's anticipated this offering will take a significant chunk of the niche market we have identified due to our partners expertise and their first mover advantage.