

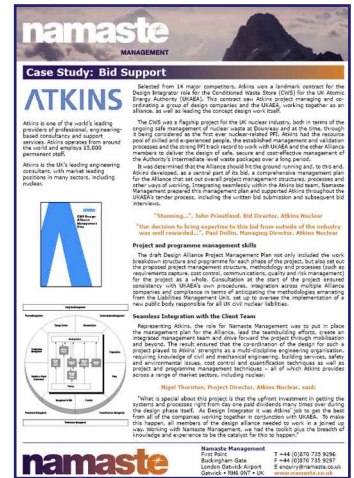
Case Study: Bid Support

Selected from 14 major competitors, Atkins won a landmark contract for the Design Integrator role for the Conditioned Waste Store for the UK Atomic Energy Authority. Namaste Management developed, as a central part of the bid, a comprehensive management plan for the Alliance that set out overall project management structures, processes and other ways of working; and in the role of project manager supported Atkins throughout the UKAEA's tender process, including the written bid submission and subsequent bid interviews.



"Stunning...", John Priestland, Bid Director, Atkins Nuclear

"Well rewarded...", Paul Dollin, Managing Director, Atkins Nuclear

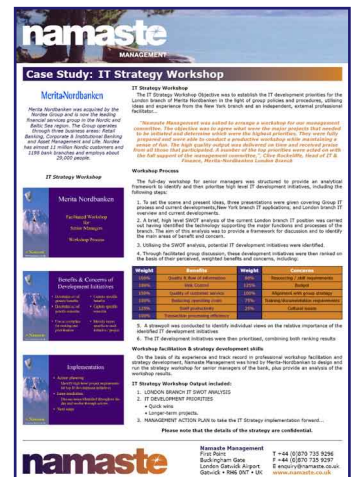


Case Study: IT Strategy Workshop

The need for an independent, external professional facilitator...

"Namaste Management was asked to arrange a workshop for our management committee. The objective was to agree what were the major projects that needed to be initiated and determine which were the highest priorities.

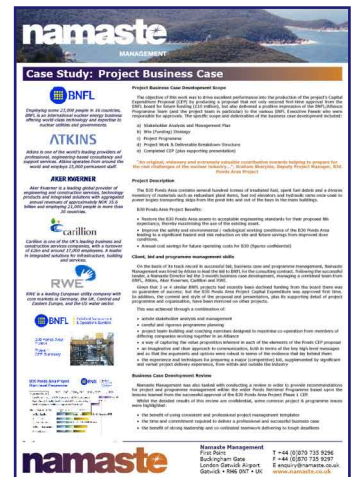
They were fully prepared and were able to conduct a productive workshop while maintaining a sense of fun. The high quality output was delivered on time and received praise from all those that participated. A number of the top priorities were acted on with the full support of the management committee," Clive Rockcliffe, Head of IT & Finance, Merita-Nordbanken London Branch



Case Study: Business Case Development

Driving excellent performance into the production of the project's business case by producing a proposal that not only secured first-time approval from the BNFL board for future funding (£10 million), but also delivered a positive impression of the project team to the various BNFL Executive Panels who were responsible for approvals. Namaste Management led the 3-month project business case development, managing a combined team from BNFL, Atkins, Aker Kvaerner, Carillion and RWE.

"An original, visionary and extremely valuable contribution towards helping to prepare for the real challenges of the nuclear industry...", Graham Sharples, Deputy Project Manager, B30 Ponds Area Project

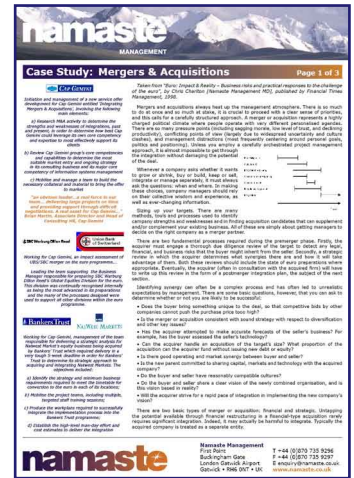


Case Study: Mergers & Acquisitions

Mergers and acquisitions always heat up the management atmosphere. There is so much to do at once and so much at stake, it is crucial to proceed with a clear sense of priorities, and this calls for a carefully structured approach.

The key to value, it seems from the research, lies in postmerger management. This is driven from a realistic, rather than overoptimistic, identification of positive and negative synergies in the pre-merger stage.

"an obvious leader... a real force in our team... delivering large projects on time and providing support through difficult negotiations. A real asset for Cap Gemini..."
Brian Martin, Associate Director and Head of Consulting HR, Cap Gemini

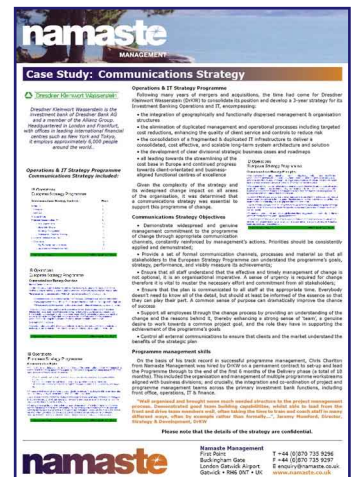


Case Study: Communications Strategy

Communications Strategy Objectives

- Demonstrate widespread and genuine management commitment to the programme of change...
- Provide a set of formal communication channels, processes and material...
- Ensure that all staff understand that the effective and timely management of change is not optional, it is an organisational imperative...
- Ensure that the plan is communicated to all staff at the appropriate time...
- Control all external communications to ensure that clients and the market understand the benefits of the strategic plan

"...able to lead from the front and drive team members well, often taking the time to train and coach staff in many different ways, often by example rather than formally...", Jeremy Mumford, Director, Strategy & Development



Case Study: Financial Strategy

- Retail Sales Optimisation Model
- Contingency Funding Plan
- Asset & Liability Management Strategy
- Revenue Investigation
- Commercial Project Model

"Good work done, drawing praise from other areas of Treasury and the front office." John Buckley, Director and Head of Global ALM, Lehman Brothers

"Continuous production of first class pieces of work and projects delivered with high attention to detail and quality. Excellent project management...", Sean Murphy, Deputy Managing Director, Sanwa International plc



Sanwa International plc



Case Study: Euro Strategy & Programmes

Chris Charlton, managing director of Namaste Management, worked with many financial institutions during the euro preparation & conversion period. This included setting up and leading euro programmes; conducting impact assessments; programme and strategy reviews; managing strategy & business requirements definition and conversion projects; and advising on euro preparation strategy. At the sharp end of the conversion weekend itself, Namaste Management was also instrumental in the creation and management of the euro conversion co-ordination centre at Europe's largest bank. Published by Financial Times Management, Chris Charlton's first book, **Euro: Impact & Reality**, a practitioner's guide to euro preparation from strategy to IT and project management was and still is a valuable tool...

FINANCIAL TIMES **Saffery Champness**
CHARTERED ACCOUNTANTS

Lloyds TSB Deutsche Bank AG

Union Bank of Switzerland CAP GEMINI

JPMorgan Sanwa International plc



Case Study: Programme Review

Namaste Management led the review of the draft Programme Plan including a portfolio of some 50 projects at an overall base cost in excess of £1.2 billion in order to assist the management team to identify alternative programme approaches and improvements...

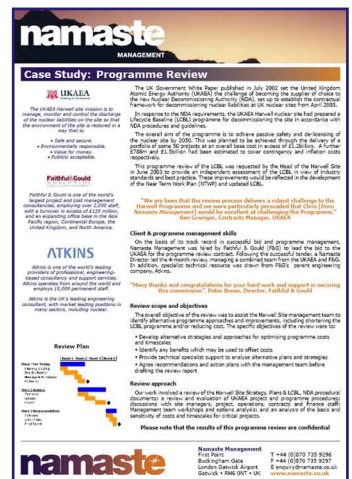
"we were particularly persuaded that Chris [from Namaste Management] would be excellent at challenging the Programme." Ben Grainger, Contracts Manager, UKAEA

"Many thanks and congratulations for your hard work and support in securing this commission", Peter Breen, Director, Faithful & Gould

UKAEA
Restoring our Rejuvenation

Faithful & Gould
WORLDWIDE
PROJECT & COST CONSULTANTS

ATKINS



Case Study: PMO Implementations

As a core component of its 3-year strategy DrKW decided to implement a professional programme management office (PMO) to co-ordinate the delivery of 80 or more major projects costing £25 million in year 1 alone...

Namaste Management has been involved in numerous PMO implementations and reviews including the structured integration and co-ordination of multiple projects and teams...

"Unquestionable commitment and clear client focus..." Eric Smith, Major Programmes Director, Cap Gemini

"It was a pleasure, thanks for the job well done..." John Bruno, Head of Global Margin Management, Deutsche Bank

Dresdner Kleinwort Wasserstein

Taylor Woodrow

UKAEA
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CAP GEMINI

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SBC Warburg Dillon Read

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