



“Harmonic has a team of expert commercial practitioners experienced in national and international trading in the Defence, IT, Security and Civil Sectors.”

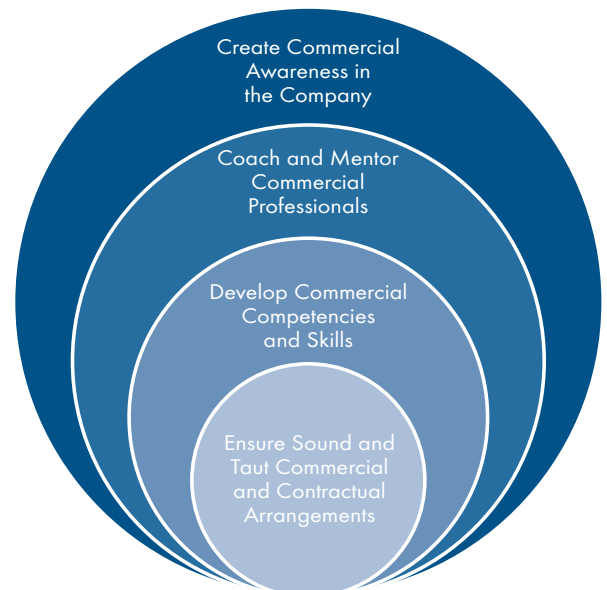
Commercial Management Service

The Harmonic Commercial Management Service provides a disciplined and professional approach to facilitate the underwriting of commercial and contractual obligations undertaken by our clients.

Our Commercial Management Service (CMS) recognises the critical trading issues facing companies in achieving sound commercial practice. It focuses attention on accelerating the development of the clients’ commercial function to enable the provision of a confidential, secure and expert service so vital to business success.

The Harmonic Approach to CMS

The Harmonic CMS works with the client’s commercial function in the context of their corporate structure and governance regime to deliver effective and efficient commercial and contractual arrangements and to manage risk appropriately. We work with clients to progressively develop required competencies and skills, to provide coaching and mentoring to commercial professionals and to facilitate commercial awareness throughout the business.



Service Provision

The Harmonic CMS approach allows the client to focus on improving both or either of the commercial functions within a company, namely the customer facing activity or that primarily involved with suppliers. The service can be utilised to deal with issues of either a national or international nature. The Harmonic CMS can be combined with our other services e.g. Business Winning, Project Management to deliver coherent business improvements and/or business transformation.

Harmonic CMS can provide any or all of the described services in a variety of combinations; always in the context of our clients' own corporate structure and governance regime

Commercial Structures	Capability Development	Business Improvement
<ul style="list-style-type: none"> • Partnering, Collaborations & Teaming • Contract Management • International Trading • Public Procurement • Supply Chain Management • Mergers & Acquisitions • Claims Management & Dispute Resolution 	<ul style="list-style-type: none"> • Competencies & Skills • Commercial Awareness • Commercial Managers Toolkit • Coaching & Mentoring • Client & Supplier Relationship Management • Stakeholder Management • Frameworks & Accreditation 	<ul style="list-style-type: none"> • Commercial Strategy & Planning • People, Processes & Systems • Reorganisations - resizing, expansion, closedown, outsourcing • Technology, Industry & Customer Awareness • Ethics & Integrity • Change Management

The Harmonic approach to CMS ensures the successful delivery of sound and taut commercial arrangements, a competent business focussed commercial function and a more commercially aware organisation.

Why Harmonic?

Impartial & Independent – Harmonic has a team of independent experts who are not linked to any other organisation.

Reliable & Secure – we work as your Trusted Advisors to deliver real and residual value in the context of your business.

Professional & Practised – we adopt a disciplined approach and use expert practitioners who are well versed in the trading conditions faced by today's organisations in the United Kingdom and across the globe.

Case Histories

Major Homeland Security Programme – we carried out a full commercial inquiry to derive a revised commercial strategy, a business improvement activity and a series of development plans for the commercial function coupled with mentoring of senior commercial managers.

Dispute Resolution – a UK defence contractor was faced with a major claim for damages which required a robust defence, implementation of an agreed resolution process and continuing support in negotiations and management of stakeholders.

Commercial Models – two organisations requested support to examine existing commercial models to answer the issues of accelerating technology change, clarity in understanding customer processes/requirements and different commercial models from other market sectors, in order to provide commercial models that would be innovative yet pragmatic and implementable within shortened timescales.

For more information about how Harmonic can assist across the programme lifecycle contact: Harmonic Limited, The Hatchery, Eaglewood Park, Ilminster, Somerset TA19 9DQ Tel: 01460 256500 Email: enquiries@harmonicltd.co.uk www.harmonicltd.co.uk