



A proven leader in business transformation

Corporate Overview

Jeff Shaw

027 478 1596

www.destin.co.nz

Who are we?



★ Established in 1988

- Unique boutique consulting company
- 100% owned by directors Steven and Dennise Fox
- Track record of success in large system implementations

★ A leader in bringing people and ideas together to realise your business transformation potential

- Software Implementation Services
- Information technology management and strategy
- Programme and Project Governance
- Business transformation

★ Over 20 skilled consultants

- Experienced with implementing a wide range of common business software solutions
- Experience in Local Government, Utilities, Telecommunications, Education, Libraries and Banking

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The Destin Philosophy



★ What makes us different?

- Always putting the client first
- Adopting a collaborative approach
- Using a proven methodology
- Providing flexibility of resourcing
- Empowering clients to own decisions
- Communicating the right messages
- Highly skilled and experienced professionals
- Low overheads mean great rates for our clients



★ Having the right attitude!

- A complete focus on client satisfaction
- Delivered with a human touch
- Adopting a holistic approach
- Complete professionalism
- We bring a 'can-do' attitude
- Celebrating success

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The Destin Methodology



★ Its been tried, tested and refined!

- Evolved from SAP's ASAP methodology
- Strong emphasis on change management, communications and benefits realisation
- Standard set of project templates
 - Project Charter
 - Project Plan
 - Strategy documents

★ Why the Destin Methodology?

- Developed and refined by our consultants in conjunction with our customers
- A proven approach that reduces project risk
- Provides a clear sense of direction and purpose
- We openly share it and teach it to our clients



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Destin Consulting Capability



Programme Management	Project Management	Strategy and Policy Development
Business Process Design	Business Analysis	Functional Consultanting
Subject Matter Experts <ul style="list-style-type: none">★ Local Government★ Utilities★ Education★ Libraries	Project Coordination and Logistics	Change & Comms Management and Benefits Realisation
Training and Training Management	Testing	Data Conversion
Reporting and Business Intelligence	Documentation	Implementation Management
eBusiness Consulting	Quality Assurance	Technical Support and Systems Administration

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Clients



eLGAR
Libraries for a Greater Auckland Region



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Successful outcomes



The eLGAR 'Smarter Systems' project was the largest collaborative local government project ever undertaken in New Zealand. It was completed on time and below budget with minimal disruption to the library patrons across Auckland. The project won the 2006 Computerworld Excellence Awards for Excellence in the Use of IT in Government and Most Successful Project Implementation of the Year. It also received a TUANZ Innovation Award in the Local & Central Government category and the 3M Innovation in Libraries Award 2006.



With the assistance of Destin, Waitakere City implemented the Pathway system and undertook the delivery of online transactional services such as Land Information Memorandum (LIM) ordering, dog registration renewal and animal fine payments.



The implementation of SAP Real Estate and Funds Management required major business process change. There were many financial benefits delivered from this implementation which provided CFSP with visibility of its diverse property and funds portfolio at a corporate level for the first time. The project went on to win an SAP Industry Solution Award

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Happy Clients



David Rankin
Auckland City CEO

“Your calm determined approach to project management combined with the substantial experience you have in these sorts of implementations was very important in keeping the projects focused, teams motivated and getting problems resolved. You have helped to contribute to a major lifting of the game by Auckland City in the way it approaches project management. We now have new expectations and achievement of standards of professionalism, organising resources and getting things done to a budget”



Chris Szekely
Former City Librarian,
Manukau City & eLGAR
Board Member

“Dennise and her team impressed with their ‘can do’ approach to any task presented to them, combined with their unfailing focus on our needs. The culture of the project team was a major highlight, with consultants and library staff working together, in one cohesive team, creating a fun, vibrant and exciting work environment.”



Kath Clarke
HR Director, University
of Auckland

“In 2008 the University of Auckland transformed the delivery of HR service through the reimplementation of PeopleSoft HR/Payroll and the creation of a new service delivery model. Destin Consulting played an integral role in this important multi-million dollar project, bringing with them skills in large system implementation, process design, change management and user training”

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Contact Destin



★ Business Development Manager

- *Jeff Shaw*
- *027 478 1596*
- jeff.shaw@destin.co.nz

★ Destin Director and Programme Management Guru

- *Dennise Fox*
- *027 447 7033*
- dennise.fox@destin.co.nz

[**www.destin.co.nz**](http://www.destin.co.nz)

PO BOX 25325
St Heliers
Auckland 1740
New Zealand

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