



When a key business unit in the wealth management business of a Big 4 bank wanted to determine its future direction

We helped them review options to set and agree their strategic direction after months of indecision

#### The challenge

A key business unit in the wealth management business of a Big 4 bank engaged Deloitte to conduct a strategy review to determine its future direction and inform its choice of strategic option (i.e. remediate the current business, outsource or white label) to satisfy regulatory compliance commitments. The client also identified the need to develop program management capabilities to support delivery of its chosen option.

#### How we helped

Deloitte conducted a strategic options assessment to help determine the client's future direction and a joint Deloitte/Client team to execute its chosen option:

- Review of the client's current operating model providing a solid fact base for analysis
- Rapid assessment of short and long term strategic options enabling the client to determine how to execute against its strategy
- Assessment of long term strategic options helping the client understand market size and profit pools, factors affecting growth, where value is created in their organisation and options for long term sustainability to develop its future strategy
- The program management office established agreed management processes, systems and governance structures to support delivery.

#### Value delivered

This strategic review provided a clear view of the facts that had eluded the client. Together, we were able to identify where value was derived in the client's organisation and their industry and provide a robust and objective review of options to be tested and debated. Ultimately, it provided the Bank with an appropriate level of information to set and agree their strategic direction after months of indecision.



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