

All information has value...



INTRODUCTION



STRATEGIC



OPERATIONAL



INTEGRATION



EXPERTISE

...all information should be valued

Glue Reply can empower the defence industry to face current challenges, and to move forward confidently, effectively and within a firm business and technological framework.





Use our expertise to improve yours

Glue Reply offers specialist expertise in drawing together all aspects of the complex information environment, to make a coherent whole. At this time of changing demands on the defence industry, it is more important than ever to have a roadmap, in order to cope with new requirements for people, money and equipment.

Once the new structure is in place, it will ensure greater controls on future spending and improve effectiveness, whilst taking full account of the stresses and threats in today's international defence landscape. This approach gives you better informed decisions.

Strategic challenges

Our goal:
To help you get to
the right answers



- Do I know my exact capability right now?
- How do I judge what I might need next?
- Is my capability agile enough?

Rapid response to current and future scenarios is at the heart of capability. **Glue Reply** gives you the tools to ensure operations are executed, using relevant technologies, and within budget.



Delivery

- Does my Balance of Investments deliver my defence objectives?
- How robust is my departmental plan?

Getting the right Balance of Investments is key to any operation. This is where improved information and sourcing can make a crucial difference. **Glue Reply** will create a living architecture to underpin these decisions.

Value

- How do I get better defence output for my money?
- How do I know if the situation has changed?

With improved access to and use of information technologies, it is easier to analyse how and where expenditure is going and if it still meets priorities. Knowledge is the key to getting value.

Reputation

- What am I accountable for?
- How do I explain my Balance of Investment decisions with confidence?
- How do I show value for money?

Make technology work for you. Trace your expenditure, use the facts to speak for themselves and submit your proof. Eliminate financial doubt with integrated information pathways.

Operational challenges

Our goal:
To help you deliver
on your decisions



- Are you certain you're getting the right outputs?
- Do you understand the true cost of what you do?
- Can you explain to your resource managers exactly what you need, and why?

Glue Reply knows each output decision is tough and needs quality information to be effective, ensuring everyone is kept in the picture with clear facts.

Efficiency

- How do you optimise your effort across all lines of development?
- Is your information available to everyone across the enterprise?
- How do you achieve operational output with the most efficient use of resource?
- Is your planning effective and timely?

Drawing people and equipment together for any operation demands clear drivers and priorities. With enough information at your disposal, efficiency is easier to achieve and both time and money are conserved.

Elasticity

- How do you apply people, process and tools more efficiently and effectively?
- Do you use services in a way that allows you to reuse or recycle?

Information architecture hands you the key to adaptation. Use it to think laterally and find new, practical and cost-effective ways to proceed.

Control

- Do you understand what impact your contribution has on the objective?
- Do you have transparency and control over budgets?
- How do you know you're getting value from your suppliers?
- How will you know if you've achieved the desired outcome?

True confidence derives from accurate information and support. With **Glue Reply's** architectures and tools, you can quickly establish and explain how much an operation will cost and why it will work.

Integrating people, process and tools

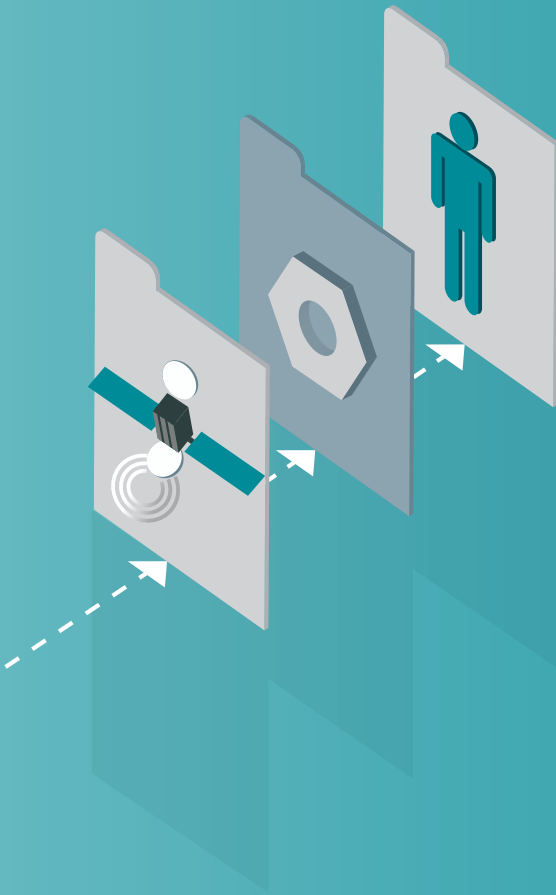
Once you've looked closely at strategic and operational challenges, you also need to consider the best ways to meet them.

To do this, ask yourself:





Glue Reply
can help you...



...develop a much clearer picture of your Information Services, assets and resources – so you can answer many of these questions, and make better informed and incisive decisions.

Our **Living Architecture** approach helps you set up integrated information-flows to meet your specific organisational needs. Meanwhile, our **TotalData™** framework improves your data management, from information architecture to master data management (MDM).

Beyond this, we can create resource visibility through management information and business intelligence, helping you improve performance. Our **Integration Excellence** approach reduces complexity by rationalising processes, applications and interfaces, and in generating roadmaps for your applications and technology, we support the decision-making process.

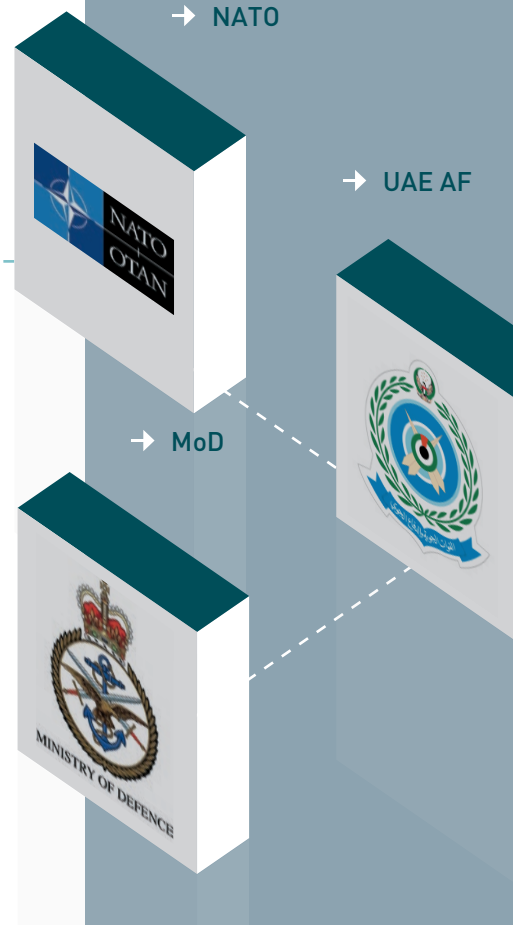
Making sure it all fits

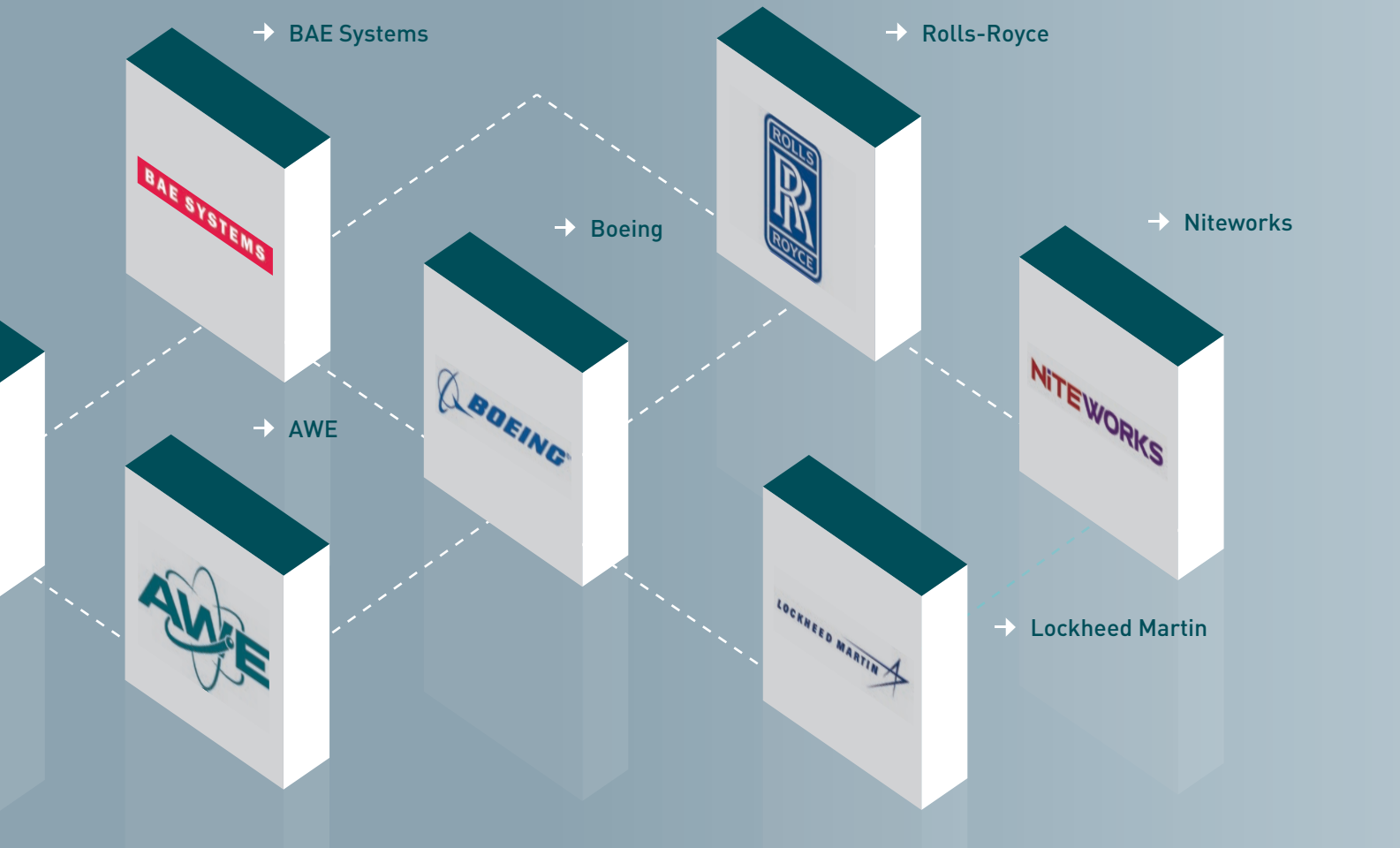
Our integration expertise ensures you manage change proactively. We help you understand and implement designs and extensions to achieve the maximum benefit, and ensure any proposed changes to systems, services or networks conform to defined standards, architectures and strategies. In short, we will make technology an enabler, not an inhibitor.



Our expertise in action

Glue Reply's Defence clients currently include:





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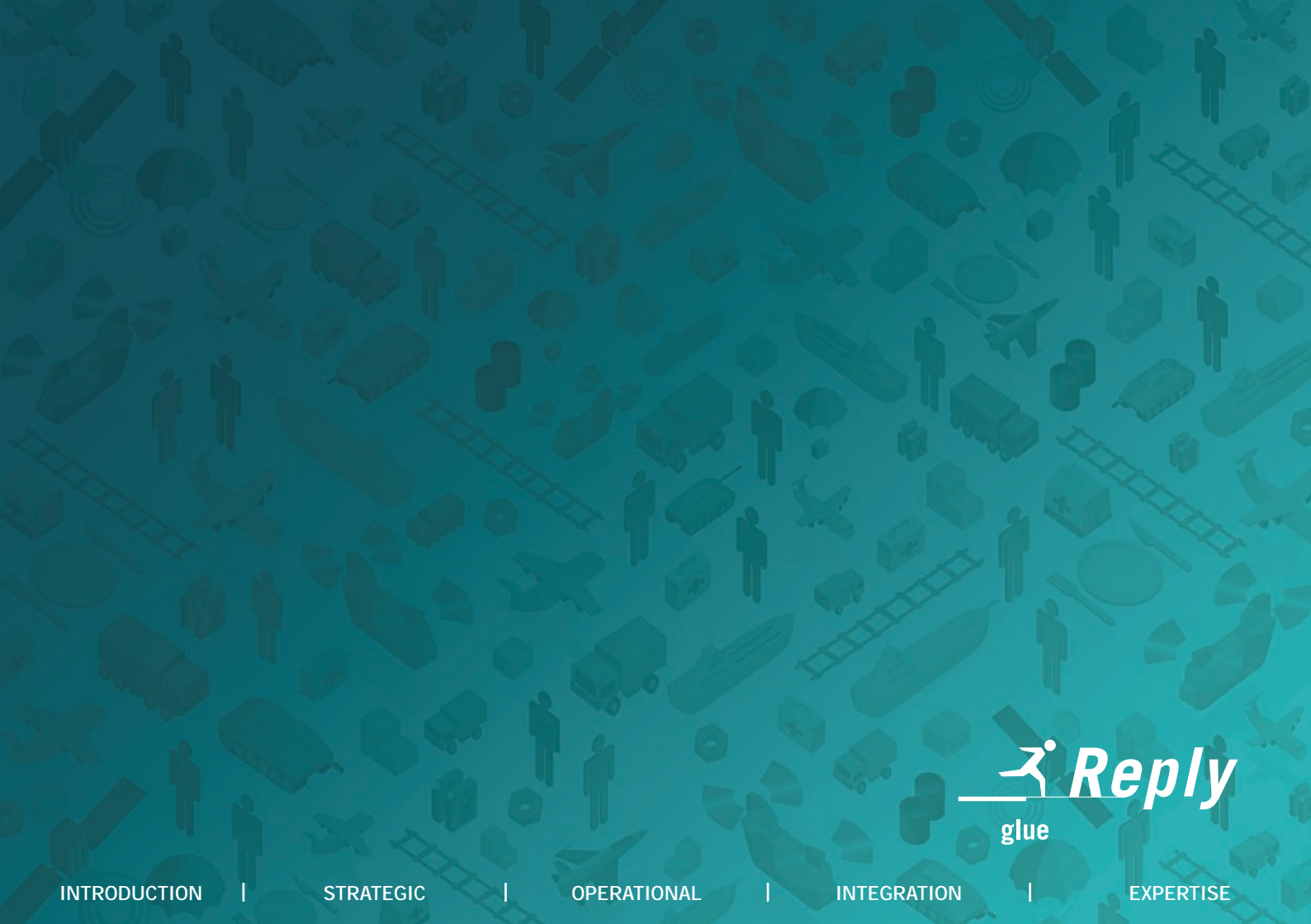
Glue Reply

Glue Reply, the Reply company which specialises in Architecture, Integration and Data.

Glue Reply helps organisations maximise the value from business change and technology investments by enabling them to define, design, implement and resource best practice. By focusing on customers' strategic objectives, **Glue Reply** develops architectures that inform an appropriate, efficient and effective business response.

Glue Reply provides high value, independent advice using the framework of people, process and tools. Customers include AWE, Boeing, Home Office, John Lewis, Log NEC, Marks & Spencer, Ministry of Defence, NATO, RBS, Sainsbury's and Vodafone.

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