

Flexi & Interim Executive Offering

greenkiteassociates.com
enquiries@greenkiteassociates.com



GREENKITE

ADVICE / SUPPORT / SOLUTIONS

Support for your business without the cost and commitment of a full-time role



GreenKite provide ambitious, growth businesses the skill sets of experienced Directors and Consultants to the (SME) sector, allowing organisations to benefit from the expertise of a highly experienced flexible executives without incurring the expense of hiring someone full-time. However, if you are facing immediate crisis or have longer project goals, we can support you across all business-critical functions within insurance, financial services and other industry sectors.

Our team has many years' director-level experience and the real-world knowledge to advise you and your board on strategic direction, implementation and operation. We work with you to analyse situations and create solutions, on time and within budget. We'll guide you through the planning process, help you recruit staff and key suppliers and work hand-in-hand to implement and communicate as your business transforms.

Flexi & Interim Executive

How we help you

We understand the challenges of resourcing at executive level and recognise not all firms have the need or budgets for a full-time role. Yet the knowledge and expertise these senior roles bring are essential to your growth and strategic direction. With GreenKite's Executive offering, you can tap into specialist expertise when you need it. We will develop a detailed knowledge of your organisation and work on a flexible basis to support your business in achieving your aims.

Our Executives are able to work with you on a project or monthly retainer basis to meet your needs.



We support your business through:

- Executive Guidance
- Strategic planning & operational support
- Mentoring and Development
- Providing stability in times of uncertainty
- Helping organisations understand their long- term hiring needs
- Flexible placement terms to suit the business need

Our Executive Consultants



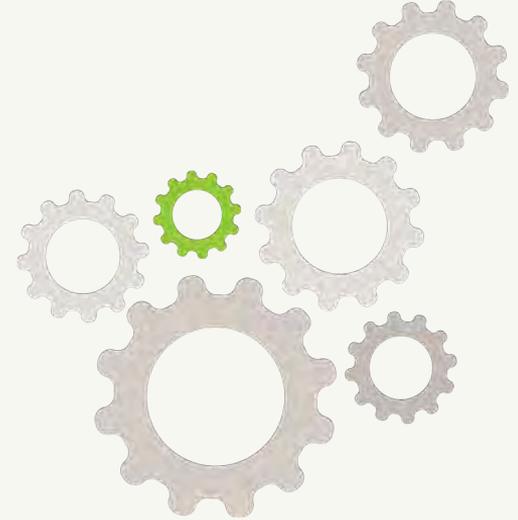
We can support you in the following roles:

- Chief Operations Officer
- HR Director
- Chief Information Officer
- Chief Information Security Officer
- Chief Data Officer
- Chief Financial Officer
- Chief Risk Officer
- Head of Operational Resilience
- General Counsel
- Company Secretariat
- Claims Director
- Senior Compliance Manager / Officer
- Conduct Risk Management
- SM&CR Management
- Governance

Chief Operations Officer

As a key member of the management team, the COO maintains and controls the diverse nature of the business operation. Excellent people skills, business acumen and foresight to drive extensive and sustainable growth are at the core of our offering.

We recognise the speed needed to deliver change, whilst remaining resilient. We can bolster or lead your teams, helping you to make the right decisions to ensure you adapt and instil company-wide operational excellence.



We can help you to:

- Design and implement business strategies
- Advocate change in prioritising effective initiatives based on investment return
- Identify issues, implement resolutions and execute with the senior leadership team
- Set comprehensive goals for performance and growth metrics
- Oversee daily operations and drive efficiencies
- Evaluate performance, analyse and interpret data for continuous improvement
- Manage relationships with partners/vendors
- Act as a mentor

Senior Compliance Manager

As a key resource, the Senior Compliance Manager can help develop and oversee control systems to prevent or deal with violations of legal guidelines and internal policies. They can evaluate the efficiency of controls and improve them continuously, revising procedures, reports etc. periodically to identify hidden risks or non-conformity issues.

The Senior Compliance Manager has vast insurance and compliance experience within the Lloyd's insurance market for over 30 years and has worked with the U.K. regulators extensively.



We can help you with:

- Compliance with FOS/FCA/Lloyds regulations
- Implementation and maintenance of SM&CR Frameworks
- Compliance Frameworks – 3LoD
- Monitoring & S166 experience
- Conduct Risk
- Coverholder & Appointed Reps Support
- Employers' Liability implementation with ELTO
- Governance, Board, CoSec
- Training
- Project Management
- Reporting & M I
- Policy Management
- Xchanging mechanisms
- Managing General Agents, Brokers & Underwriting experience

Human Resources Director

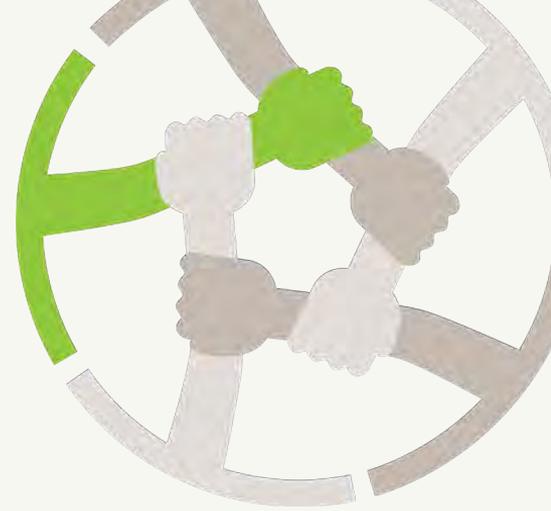
Many businesses don't need a full-time HR Director, but they do need the knowledge and skills of a dedicated HR specialist.

Whether you're growing your business, recruiting new teams and senior management or need help with reward & incentivisation programmes, we can support you.



We can help you to:

- Develop your strategic People Plan for growth
- Turnaround
- Change Culture
- Clarify your internal and external business identity
- Develop purposeful communication & organisational direction
- Align employees to meet business targets and instil a culture of enabling excellence
- Empower teams to innovate, solve problems & make decisions
- Calibrate talent, identify risk and build succession pipelines
- Maximise and leverage ROI
- Integrate after M&A
- To support RemCo
- Coach your C-Suite team



Chief Information Officer

Our CIOs will show you how IT can support and guide your strategic vision to meet your goals. We work with you to understand your current position and plan to transform your firm through existing and emerging technologies.

Our expertise in the digital economy is where we can add value and competitive advantage to your business.



We can help you to:

- Set and drive your IT strategy
- Provide the interface between your IT department and the rest of your business
- Manage the relationship between IT and the wider business
- Explain how technology can streamline the supply chain, optimise business process, drive efficiency and create real business value
- Lead technology implementation

Chief Information Security Officer

Cybercrime is the number one threat to your business security. Your challenge is to keep ahead of the cybercriminals. Every day they make new attacks on IT security, data and financial systems. If ignored, they can quickly lead to major losses and reputational damage. With ever-increasing reports of cybercrime in the media, the challenges you face can be daunting.

Our CISO will help protect your business through a targeted risk-management strategy - our services are comprehensively focussed to minimise data security threats to you and your business model. Risk levels vary by size and type of business and we tailor our support to meet your specific needs.



We can help you through:

- Chief Information Security Officer as a Service (CISO as a Service)
- Collaboration with your CRO to ensure information security is at the heart of your risk register
- Security Testing
- Compliance & Certification Services
- Threat Management
- Managed Services
- Project Delivery & Assurance

Chief Data Officer

Integrating the elements surrounding information security, privacy, governance and data lifecycle management, its quality and how it is utilised is key to business success. We work with you to understand and support your digital transformation. And we can put in place appropriate controls for your most valuable asset, your data.

Whether you need a simple assessment or longer-term strategic view, our expertise helps maximise your data value, from legacy to new digital integrations.



We can support your business through:

- Organisation-wide governance, management and exploitation of information strategy and data as an asset
- Systems and services, including business intelligence, advanced analytics, data mining, and machine learning, and even artificial intelligence
- Identifying opportunities for data analytics to give insight into customer trends, revenue opportunities and competitive advantage
- Provision of on-going guidance on data use incorporating analytics, data strategy, data science, data governance, and data architecture.

Chief Financial Officer

The CFO looks after more than just the accounting, financial systems and processes.

Our interim CFOs extend into key areas such as strategy, risk management, mergers & acquisitions, funding, budgeting and balance sheet management. We help you build consensus, anticipate change, and plan to manage the unforeseen.



- Business Planning and Strategy
- Oversight and coaching of existing teams and implement improvements
- Cash Management
- Finance process re-engineering
- M&A and Strategic Transactions
- Governance and Compliance

Chief Risk Officer

In this digital age, CROs have to venture into new and complex risk areas such as cybersecurity risk, data privacy risks, third-party risks, and conduct risks. And they still need to deal with the traditional risk areas within their industry.

We help you understand and assess your risk management framework, to identify and mitigate emerging risks. We use our expertise to give you objective and unbiased advice and help you establish a robust risk management culture across your business.



We can support your business to:

- Identify, analyse, and mitigate threats to your company
- Establish a risk framework
- Review existing risk registers and recommend areas of improvement including on and off-balance sheet and at a group-wide, portfolio and business-line level, including integrated risks
- Be the custodian of the risk appetite
- Implement a risk culture across your organisation
- Be a guardian of the digital universe and enable digital innovation
- Build cyber risk resilience
- Leverage risk technology to predict risk outcomes

Head of Operational Resilience

Operational Resilience is uppermost in many business discussions today, particularly given the recent global events and new regulatory initiatives being developed in this key area.

Our expertise gained through the support of many organisations can provide advice, direction and management of your operational resilience approach and capability to provide you and your customers with a level of assurance in the overall resilience of your business and associated services.



We can support your business through:

- Regulatory advice in current and upcoming requirements
- Executive advice, to deliver assurance at executive level and confidence to regulators
- Direction and guidance to business operations including business continuity, disaster recovery and technology resilience
- Experience in developing and delivering scenario exercises associated with crisis management, work area recovery and technical failover
- Assistance in the response to actual crisis incident events, should they occur

General Counsel

Our team of experienced commercial lawyers are well-versed in both business and legal guidance. They've all been General Counsel within firms such as (re)insurers, brokers, MGAs and technology companies.

As a trusted adviser to your Board they'll help you to meet commercial aims through practical and innovative solutions to business problems.



We can support your business through:

- Provision of executive advice, risk management and legal compliance
- Provision of regulatory and compliance advice on fraud
- Risks and impact assessment of technology on the industry and your business and potential issues
- Ensuring your business knows the issues around data security, privacy and ethical data use
- Expert drafting of commercial agreements, technology, outsourcer and delegated-authority contracts
- Drafting and negotiating IT contracts to ensure you are at the heart of the contract
- Specialist legal advice on employment and HR matters



Claims Director

Whether you're a new start up or simply require interim support, we can help you develop and implement your claims strategy.

Getting your claims structure right is essential to sustain and support your business. Our consultants have led claims operations in major insurers and have skills, cross-class, in both personal and commercial lines.



We can support your business through:

- Technical Training
- Compliance with FOS/FCA/Lloyds regulations
- Audit and Due Diligence
- Procurement
- Coverholder Management
- Systems and Tech
- Processes and procedures
- E2E claims review



enquiries@greenkiteassociates.com

0203 544 4795

5th Floor, 34 Lime Street, London EC3M 7AT
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