



# PROJECTS AND CHANGE SERVICES

*One team. Total delivery. From strategy to execution.*



At GreenKite, we deliver end-to-end project and change services tailored to the insurance industry. Whether you're launching a new system, redesigning a function, undertaking remediation activity or navigating regulatory change, we bring together subject matter experts and experienced change professionals to deliver results—seamlessly. We're more than just project managers or consultants—we're your strategic delivery partner. With GreenKite, you get a single, integrated team that understands your business, speaks your language, and stays with you from idea to implementation.

## WHY GREENKITE?

- **One-Stop Shop:** Strategy, SME input, change delivery—all under one roof
- **Insurance Experts:** Deep market knowledge across the end-to-end insurance lifecycle
- **Change Professionals:** Experienced project managers, business analysts, and transformation leads with SME experience
- **Integrated Delivery:** No handoffs, no silos—just joined-up thinking and execution
- **Hybrid Working:** We work flexibly—on-site, remote, or embedded alongside your team
- **Cost-Effective:** Fixed-fee or outcome-based pricing options that deliver more value than day rates
- **Faster Onboarding:** We hit the ground running with ready-to-go teams
- **Trusted by the Market:** Proven track record with Lloyd's syndicates, MGAs, and insurers

## OUR SERVICES

GreenKite's project and change services are designed to flex with your needs. Whether you need a full programme team or targeted support, we provide the right mix of expertise to deliver change that sticks—efficiently, compliantly, and with minimal disruption.

### Programme and project management

We lead complex change initiatives with confidence—using proven methodologies and a pragmatic, delivery-focused approach. From TOM implementation to system rollouts to true business change, we manage risk, scope, and stakeholders to keep your projects on track.

### Business analysis and process design

Our analysts work with your teams to define requirements, map processes, and identify improvements. We ensure your change is grounded in operational reality and aligned with your strategic goals.

### Subject matter expertise

We embed insurance SMEs into your projects—bringing deep knowledge of delegated authority, compliance, bordereaux, product governance, and more. This ensures your change is not only delivered, but delivered right.

### Change management and adoption

We support the people side of change—through training, communications, stakeholder engagement, and adoption planning. We help your teams embrace change, not resist it.

### Hybrid delivery model

We work the way you work—on-site, remotely, or embedded within your teams. Our hybrid model ensures seamless collaboration, knowledge transfer, and cultural alignment.

### Flexible resourcing models

We offer outcome-based delivery, fixed-fee engagements, and embedded teams—providing more value and accountability than traditional contractor models.



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## WHY CHOOSE GREENKITE?

We are of the market, for the market – our multidisciplinary team of insurance experts offer the benefit of their extensive experience in all aspects of delegated authority, compliance and assurance.

Access deep and broad technical expertise, directed by informed strategic advice and delivered with current market best practice in mind. In addition to an extensive library of templates and reports, we can provide a tailored blend of seasoned expertise through an engagement model designed for your specific needs.

Our commitment to truly collaborative consultancy and dedication to excellent client service provides clients with a long term, trusted partner on whom they can rely, to help grow their business and avoid potential pitfalls.

## OUR APPROACH

Accountability matters - we believe in the importance of having a single, senior, dedicated point of contact for every client who is responsible for the overall success of the engagement. Throughout each client relationship, we continually review and reassess resources to ensure we are deploying the appropriate multidisciplinary team that will deliver real value for every client.

Unlike competitors, we do not flood projects with junior technicians, overseen by managers who are often one step removed. We work closely with each client to understand their unique requirements, then strategically apply appropriate technical expertise in the appropriate areas.

This approach delivers actionable, cost-effective solutions to our clients and material improvements to their bottom line.

## WE ARE GREENKITE

GreenKite is an award-winning, B Corp-certified, independent professional services consultancy, operating in the UK insurance market. We deliver practical, sustainable solutions that efficiently support internal change while ensuring future resilience and regulatory compliance.

Our flexible solutions are built around three core pillars and underpinned by our team's extensive market expertise and commitment to meaningful collaboration to ensure the best possible client outcome.



## HOW CAN WE COLLABORATE?

Talk to us about how we can address your challenges.

E: [info@greenkiteassociates.com](mailto:info@greenkiteassociates.com)

T: +44 203 576 1868

W: [www.greenkiteassociates.com](http://www.greenkiteassociates.com)

