

**CONSULTING**

## Realisation

We are the consulting arm of the British Institute of Technology & E-Commerce (BITE). Business and Government enterprises are often interdependent; BITE seeks to support these sectors by combining the knowledge and skills required by each one. Strategic planning is the root of all business development and is at the heart of business success. BITE has worked with companies at all levels, including over 500 SMEs, corporate organisations, embassies, government departments, in many countries throughout the world.

## Approach

In the last decade we have been improving business performance, minerals v economy, market access and upskilling. We have done this by applying ideas-based thinking that has changed business strategies and seen greater results. We provide advice, consultancy and auditing at strategic levels for:

- Improved Performance
- Emerging Markets
- Global Partnership

## Services

BITE consultancy will address national government, regional government, industry sector and individual company needs. The consultancy will be delivered through a combination of internal and external experts. We will concentrate on the following main areas:

- Government Consultancy
- Corporate Consultancy
- Corporate Re-Skilling and Up-Skilling
- Cultural and Religious Environment
- Specific Expertise



*Collaborative Initiative with Nankai University, China*



*Meeting with the Prime Minister of Tatarstan H.E. Rustam Minnikhanov*

## Government Consultancy

Nations often need specialist, expert advice from experienced consultants to help them develop national strategies and policies. The British Institute of Technology and E-Commerce (BITE) has access to experts with experience of advising governments at Ministerial level. In particular, we have expertise in developing policies and support processes to enhance industrial competitiveness.

### Evolving Metrics

A key part of every successful policy is the ability to measure its implementation. All too often, this is done solely through 'activity' measures, not by addressing its effectiveness. Our experts will be able to develop and implement appropriate and meaningful metrics for governments.



### Education and Skills Policy

All nations have an Education and Skills Strategy. However, the development of this should be based on a clear strategic vision of the future strengths needed by the country. BITE will seek to advance this development by understanding the future context and opportunities, and identifying which areas of strategy need further support.

### Civil Servant Re-skilling and Up-Skilling

BITE has successfully trained Civil Servants in government departments and embassies, to meet re-skilling needs and to accommodate new environments. Developing countries have a growing need to raise their staff to the level of the developed nation in order to interact and better facilitate business development.

### E-Government and Health Care

The development of e-government application for many nations continues to be an uphill struggle. BITE is able to develop this sector in phases with user-friendly features and measured costs. We already have examples of full-implementation of e-government products.

Health Care is at the heart of national government strategy in many developing countries. Applying e-Government principles is an effective strategy. This can include support for government and private sector hospitals. BITE has access to health care professionals and products that are user friendly and easy to implement.

### Emerging Economies

Nations around the globe have so much to offer each other but due to the lack of an entrepreneurial approach many fall behind in developing meaningful relations with the rest of the world. The British Institute of Technology & E-Commerce is able to support governments who are seeking an entrepreneurial approach in promoting their country's expertise, talent, technology, manufacturing and mineral resources. In everything we do, we support our clients in creating value by:

- Understanding
- Innovation
- Engineering



*Up Skilling for Ghanaian High Commission & Ghana Cocoa Board*

## Corporate Consultancy

The services offered by the British Institute of Technology & E-commerce can be delivered at all levels, from SMEs to major multi-national corporations. They include:

- Knowledge Identification and Acquisition
- Business Support Consultancy
- Strategic and Tactical Planning
- Global Partnering

### Knowledge Identification and Acquisition

The effective and timely identification of appropriate technologies to be employed in support of an organisation's aims is essential for success. BITE can offer an in-depth service in this respect, firstly to identify the most appropriate processes for a particular organisation and secondly to identify and provide the experts needed for your project, both as consultants and as long-term recruits.

### Strategic and Tactical Planning

Strategic Planning is the root of all business development and is at the heart of business success. BITE has worked with companies at all levels, including over 500 SMEs in most sectors throughout the world, to develop a clear understanding and strategy for profitable growth, and to implement the vision through Tactical Planning processes and tools.

### Business Support Consultancy

- Business structure and performance analysis and optimisation
- Capacity and Capability Building
- Disaster Prevention and Recovery

## Corporate Re-Skilling and Up-Skilling

Companies often need to dramatically reshape their business, products or processes to meet changes imposed from outside, or driven by their own strategic objectives.



*Prof. T. Knibb discussing ideas with the Rt. Hon. Stephen Timms at the World Hi-Tech Forum 2008*



### Global Partnering

BITE has developed a leading role as experts on Global Partnering processes and practice, through undertaking research into the relative success of different approaches. We can provide information on business environments, partnership opportunities, government support, acquisition and mergers.

We can offer a service of re-skilling, developing training and teaching programmes based firmly on specific company objectives, rather than any generic approach. Professional Programmes for Corporate Re-Skilling include:

- Business Communication
- Individual Personality Development
- Performance Effectiveness
- Problem-Solving and Decision Making

## Cultural and Religious Environment

With the expansion of businesses into new countries, and especially with high-profile corporate takeovers, there will be many senior managers and executives posted from the parent company to the new subsidiary. Whilst these individuals will have proven their ability in their home business and cultural environment, there will be many aspects to a new scenario that could lead them, and their companies, into severe difficulties. We offer tailored courses to equip the managers of the future with the skills they will need to meet the challenges of the future.

### Specific Expertise

We have outline agreements covering experts at international level in the areas of:

- Water Resources
- Power and Energy
- Mineral Resources
- Transformation Technology
- Technology Innovation

We work within the framework of International Quality Standards and are accredited at ISO 9001 and 27001 levels.



*Nano Particle Separation*

### Water Resources

“We have created all living things from water”  
Al Quran (21:30)

Water is the catalyst of human function and the core of all living creatures; as the use of water increases, so does the demand to find innovative ways to purify water.

At BITE we are looking into the possibility of separating particles at nano level for water purification.



*Mining valuable minerals*

Our consultancy includes technical training, research and engineering in a wide range of fields:

- Mining
- Water Resource Management
- Water Engineering
- Nano- process, separating contaminated substances from water to enable the filtration process

In all these fields, we can provide individual experts or multidisciplinary teams, and can cover all aspects of the project's lifecycle.



*Water Purification Process*

## Power and Energy

In conjunction with our extensive panel of consultants, we are able to advise on appropriate energy generation options for nations, taking into account their individual needs and resources. This can include advice on the design and development of made-to-measure power stations for generating energy, with expert engineers in the areas of coal, hydro, nano and wind. Our expertise is based on the many years of experience of our consultants. As we work with many leading companies, we are able to provide a robust and sustained process in cost and phase implementations, meeting and even exceeding client expectations for on-time, on-budget results.



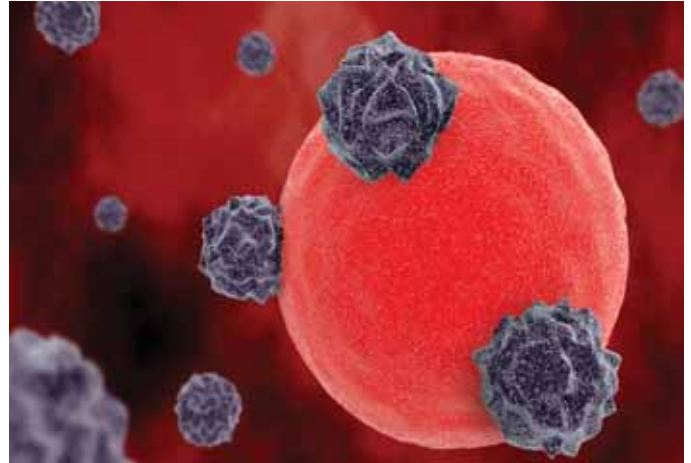
*Hydro Power Conjunction with Dams*

## Hydro Power Stations

One of the world's largest hydroelectric power plants is in China; our relationship with some of the experts who have constructed the Hubei Three Gorges Dam enables us to advise and support other hydropower station projects.



*Coal Fired Power Station*



*Nano Research*

## Nano-molecules

Understanding the combustion and reaction of particles in energy creation may be the answer for future energy creation. BITE is working with leading pioneers of nano-technology to investigate possible alternative energy sources.

## Wind Power

Although conventional wind power turbines have become the standard way of extracting energy from the wind, there are often visual and environmental objections to their deployment. We are working with innovative experts to seek less intrusive methods to achieve the aims of power generation.

## Coal Power Station

Coal Power stations can still be the appropriate choice for a nation that has a high level of coal reserves. However, the current emphasis on the environment mandates a 'Clean Coal' approach to their design and operation, with strong emphasis on the capture and disposal of gaseous emissions.

## Oil and Gas

Some of the most precious natural resources of a nation can be its reserves of oil and gas. These can be both the 'feedstock' and energy source for advanced industries, such as the automobile and aeronautics industry, as well as the transportation services.. Our understanding of these natural resources is covered by our employees and consultants, who have a long history in the surveying, exploration, engineering, construction and management of on and offshore rigs. We are able to facilitate joint projects and bring together multi-national companies who will provide world class services.

## Transformation Technology

Throughout the history of technology, there have been new developments that transform business environments, presenting major opportunities to early adopters and major threats to established suppliers. Past examples that readily come to mind include the telephone, steam engine, air travel, electronic computers etc.

More recently, we have seen the fusion of computing and telecommunications, the analysis of the human genome leading to DNA-based medicines, etc. The rise of the internet and its e-mail and data access capabilities have virtually eliminated letter post, as well as threatening book and music publishing.



*BITE Researchers*

These technologies, often known as 'Transformation Technologies' because of their dramatic impact on businesses, are appearing more and more frequently with the acceleration of scientific progress and increased communication across the science world. The successful enterprise of the future will be



characterised by its expertise in identifying, accessing and exploiting such transformation technologies, whether they offer an opportunity for new business or a threat to existing products. We can provide proven experts in this field, bringing about best practice.

## ICT Infrastructure

Information communication technology is a must have for all businesses and governments. However the implementation of such infrastructure can be costly if not thought out appropriately.

We can advise on the next generation infrastructure that will take into consideration future developments whilst accommodating legacy systems.

## Internet

The importance and complexity of technology creation and its utilisation is common to many nations all around the world, with varying degrees of support from governments. In particular, the adoption of e-Government practices is a sign of a committed, forward-looking government.

Whilst there is a clear need to improve on an internet infrastructure which is as inherently fragile - in business security terms - as the present one, it is essential that we look at ways to optimise and safeguard the cyber business world in which we operate.

We are able to support businesses and governments to reap the full benefit of the internet.

## Information Security

Our experts are renowned for their work in the area of information security and we provide unbiased perspectives, design, education and solutions for securing your network and business environment. We are BS ISO 27001 accredited and undertake the work under these international standards:

- Assessment
- Design
- Technology
- Performance
- Audit



## Cyber Security

The internet has evolved as another world with its own security problems; although these problems are not distinct, they are however, very painstaking. Our experts can advise on best practices and solutions for a greater and more secure cyber world. Our staff have an established track record of working across government and industry, providing strategic advice and technological expertise to ensure the integrity of systems and the secure transfer of data.

- National Security Strategy (Cyber Space)
- Intelligent Capability for Cyber Security
- Engaging Cross-Government Dialogues
- Artificial Intelligence for the Internet
- Business Continuity Planning

## E-Commerce

E-Commerce is becoming the dominant way of doing business, whether it is for the procurement of aircraft parts and supplies, or books for leisure. We can develop fully integrated, secure e-commerce systems, taking into consideration customer requirements on look, feel



and functionality. We can also run and update your website remotely. Our marketing team will advise on the best online marketing to reap maximum benefit.

## Data Warehousing

One of the most important assets of an organisation is its data. Storing this data remotely so that it is retrievable instantaneously in the event of a major disruption of normal operation is vital to business success. We can advise on the best approach to data warehousing and management.

## Technology Innovation

Transportation in all forms is a key activity today, whether it be the transport of people, information or goods. We are therefore monitoring developments in the areas of :

- Automotive
- Telecommunications
- Aeronautics
- Maritime



## Automotive

In both developed and developing nations, roads are becoming ever more overcrowded with conventional vehicles. This results in increased infrastructure costs, waste of resources and unacceptable pollution levels.

Technology can be applied to minimise this effect through the introduction of novel propulsion technologies, the utilisation of advanced control systems and 'intelligent' traffic routing and control. Futuristic visions include personal air transport, but much may be achieved with conventional systems.

## Telecommunications

With enhanced bandwidth and capability, mobile telecommunication is entering a new phase by introducing mobile commerce, games and media. The advent of television viewing on mobile telephones is nearing reality. The technology of the future will enable an individual to receive almost everything on the move.



From a business standpoint, one response to the ever-increasing costs of travel is the development of telecommunications-based conferencing. The introduction of effective 'virtual reality' capabilities, enabled by increased bandwidth and equipment performance, will make much business travel unnecessary, thus reducing both the associated costs and pollution.

## Aeronautics

Flying has become an accepted part of life for long distance travel. However, as the energy crisis worsens, the cost of air travel will rise appreciably. Whereas for rail travel, energy may be transmitted to the locomotive in 'real time' through electric catenaries, air transport must carry all its fuel for the journey. This presents a major



challenge for technology solutions, so developments are needed in optimal energy utilisation, alternative fuels, energy-efficient routing, and so on. We are able to support organisation in:

- Design
- Process
- Engineering

## Maritime

Sea transport has formed a major part of travel and trade for centuries. In today's economic climate, revisiting the opportunities presented by new technologies and the changed needs of such travel will pay major dividends.

Piracy has become more prevalent in recent years, and every method to detect and prevent such crimes will be valuable. Equally, the changing energy and economic climate may make revisiting such options as 'wing in ground effect' vehicles worthwhile.

We are able to support client studies and strategy developments in all aspects of this area.



