

Slate Case Study

Founded in 2009, Slate is a technology development consultancy that helps financial services organisations, such as Nationwide Building Society, to accelerate their digital change by providing small, capped teams of software engineers who work alongside enterprise IT teams. By adding four to six of our highly skilled technologists we can help to challenge corporate thinking and inject fresh coding skills, helping our clients transform project thinking into product thinking to unlock continuous delivery of digital change.

Digital change in corporations requires a “start-up mindset”, however, people with a start-up mindset don’t tend to work for corporates. We bring the people that corporates cannot reach. We hire only the very best developers: proven problem-solvers and creative thinkers, and we embed very small ‘start-up’ teams into our client’s businesses, for just as long as they’re needed.

Through a series of collaborative diagnostic sessions, we take a deep dive into the organisation’s culture and legacy technology challenges. We hold incumbent partners to account and identify appropriate funding models to support continuous, iterative delivery of digital products and services.

Our proven methods and methodologies bring about swift change in client’s businesses, and we upskill their employees along the way, leading

by example. Using our Seed, Scale, Succeed, approach, Slate helps organisations to fast forward digital change, so that they can disrupt, rather than be disrupted by new entrants to their industry.

For corporates that are bogged down by legacy technology and struggling to envision, implement or execute digital change, AskSlate. We seed these creative problem-solvers into corporate teams, so that they can challenge, upskill and inspire Financial Sector teams.

FSQS

At Slate we recognise the importance of demonstrating our robust framework of operational and compliance policies and processes to our clients in the Financial Services sector. Agility is the name of the game, and being able to hit the ground running on our client’s programmes of work is key to our success. In the past, during the initial contracting process, progress has been delayed while we worked through the necessary due diligence requirements of our clients’ internal procurement teams.

When one of our key clients, Nationwide Building Society, asked us to apply for FSQS accreditation, we recognised the huge value this would bring to our positioning in the Financial Services sector as an accredited supplier. We saw that becoming an FSQS-accredited supplier would provide new clients with instant access to our information, reducing the time needed to verify and onboard



us as a new supplier, while also fast-tracking the process for existing Financial Sector clients when it came to contract renewal.

The Hellios application process was clear and straightforward, and the fact that information is collected using selectable answer options, rather than free text responses, made completion much easier. We started the process of completing the questionnaire in October 2019 and, after validation by Hellios, we were approved as an accredited FSQS supplier by November 2019. We found the support provided by the team at Hellios very helpful throughout the process. We found it a very valuable exercise having our policies and processes audited by an independent third party. The fact that we can use the FSQS secure online portal to keep our accreditation up to date, by having our policies and processes reviewed annually, makes this an invaluable tool for our business.

Additionally, we love the fact that our completed profile is now visible and available to all buyer members using FSQS.

Cathryn Hindle

Director of People
AskSlate.com