



# Our Vision and Values



Technical and Professional Ability



Passion and Dedication



Creativity and Innovative Thinking



Integrity and Openness



Collaboration

This document describes our vision for the future of BJSS and summarises the values that will support our continued success.

For more than 20 years we have worked to establish a reputation for technical excellence and cost-effective, predictable delivery. This reputation is the heart of our brand.

The Board is ambitious for the company and its people. Our vision is to be **recognised as the UK's leading privately-owned technology and business consultancy**. This ambition represents an exciting challenge which will broaden our service portfolio, offer more challenging work, and increase the opportunity for personal growth and development.

Our success is built upon a culture and set of values established when the company was founded and which remain key differentiators today. I encourage everyone to read this document and help us to continue to grow and improve.



**Glynn Robinson**  
Managing Director

# Our Vision

To be recognised as the UK's leading  
privately-owned technology  
and business consultancy.

# Approach

## **Expand** our core capabilities

by adding innovative services, and promoting our Industry and Technology propositions.

## **Develop** our Digital offering

with services such as Big Data & Analytics, Cloud, Mobile, Security, Customer Experience, and Digital & Transformation Consulting.

## Continue our **Industry Practice** approach

and build more senior relationships at 'C' level, maximising the value we obtain from existing clients.

## **Build** awareness

by enhancing the BJSS Enterprise Agile approach and messaging, and sharing our opinion with the media, analysts, clients and prospects.



# Values



## Technical and Professional Ability

We always aim to deliver outstanding quality work, regardless of role.



## Passion and Dedication

We share a passion to excel, an absolute focus on delivery and an obsession with detail.



## Creativity and Innovative Thinking

We differentiate BJSS by always looking for 'a better way' and taking new approaches to engagements.



## Integrity and Openness

Our interactions with colleagues and clients are open, honest and respectful.



## Collaboration

We build lasting client relationships by establishing real working partnerships and keeping our promises.

# Your Role

Everyone plays a part in representing BJSS. Understanding our vision and values is crucial to explaining our approach.

## **Understand BJSS**

Feel comfortable describing what we do and what makes BJSS unique.

## **Reflect our values**

They impact our reputation and the value we add. Take them seriously.

## **Understand your client's business**

Investing time in understanding your client's business helps deliver the most appropriate solution.

## **Communicate with confidence**

Our clients prefer fact-based communication. Don't bombard them with jargon.

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