

Media information

November 2021

## Fifth Major International Client Win Proves New Elevenci Consultancy Model Aligned to Market Needs

- Founding principles provide major point of differentiation accelerating client decisioning
- Wins across UK and international markets in traditional and new industry sectors
- Deep understanding of sector silos and convergence opportunities prove central to project wins
- Major Thought-Leadership papers set benchmark for industry comment and insight
- Growth in Vendor Selection & Decision Support as industry wrestles with legacy
- New Lead Team appointments to support increased opportunity and growth

Despite the backdrop of a global pandemic, specialist automotive consultancy firm [Elevenci](#) has proven that a new type of client engagement model is better aligned to the needs of many automotive businesses than the 'generic,' resource heavy model typical of traditional incumbent consultancies.

Offering a fully bespoke boutique service, the firm's team of board-level Associates covering the full spectrum of the automotive ecosystem, including OEMs, finance, leasing, fleet and emerging mobility, has clearly resonated with clients from across industry sectors and beyond.

Long term strategic relationships alongside specialist technical projects and complex business change assignments have dominated the new client pipeline, starting with a strategic consultancy assignment for an International Automotive Roadside Assistance Group just weeks after launch.

Less than three months later, the team landed a second and significant contract working with one of the world's largest Leasing & Emerging Mobility/CaaS groups to provide advisory inputs and guidance regarding their next generation IT Application Architecture.

*"From Day one, Elevenci set out to be different," describes **Elevenci Managing Director, John Waring**. He adds: "Providing proven industry experts with a deep understanding of key sector trends and themes is at the heart of Elevenci's model ensuring that Associates gain traction on critical projects immediately rather than the weeks it can take for more generalist competitors! In an era of disruption triggered by new emerging technologies, evolving consumer expectations and ever-changing regulatory policy, automotive leaders need the knowledge and expertise to make sound decisions and adapt*

*operational models quickly through accelerated change programmes and rapid innovation delivery.”*

As word of the new model consultancy spread, Elevenci continued to secure impressive partnerships, including legacy replacement and mobility service assignments with an international Full-Service Leasing & Mobility Company, decision support / due diligence advisory for a major international automotive group acquiring a complex COTS software solution and also working across a major international market with one the world’s most iconic sports car brands.

With many organisations delaying or struggling to fully resource critical assignments and the pace of innovation and change in the automotive sector driving stretching project delivery targets the need for agile strategies and tailored approaches to enterprise change delivery has become ever more critical. Traditional, prescriptive approaches often fail to provide the inherent flexibility, clear roadmaps and senior stakeholder involvement and buy in that are central to successful project delivery.

*“At Elevenci we devise an entirely bespoke strategy and approach for every client and assignment and given the current industry backdrop that’s key” explains John. “We hit the ground running on assignments from day one and quickly gain a clear understanding of the client environment and the overall enterprise capability/readiness for change including the individual concerns affecting key stakeholders and involved parties, we focus on building trust through open and transparent collaboration. We are often the ‘glue’ across a range of providers helping to shape optimised governance frameworks and provide key decision-makers with the tools and confidence to accelerate complex technology and business change.” John adds.*

As well as supporting clients, Elevenci has published a series of papers tackling complex industry issues to share thoughts and expertise. Lead Associate [Bryan Marcus, recently appointed to the Elevenci Leadership team to drive UK and International expansion](#), published a paper on the criticality of an optimised Captive Finance model and the opportunities for smaller OEMs and new entrants to break out of restrictive arrangements. This was swiftly followed by the publication of a major thought leadership paper re the evolving Auto Finance COTS software landscape ( – [The Changing Face of Auto Finance Technology Solutions. A Vendor & Systems Review](#)).

**John said:** *“2021 has been a remarkable year, and we could not be prouder of the partnerships we have forged. With several international clients in its portfolio, Elevenci has gone from strength to strength, cementing its positioning as a market leader in the execution of significant innovation and transformation programmes across Auto Finance, Fleet and Evolving Mobility.”*

---Ends---

**For more information, or to arrange an interview, please contact:**

## No Fluff Communications

Victoria Walton

[victoria@nofluffcomms.co.uk](mailto:victoria@nofluffcomms.co.uk)

07872 137004

Lisa-Marie Mallier

[lisa@nofluffcomms.co.uk](mailto:lisa@nofluffcomms.co.uk)

07789 002149

## **Notes to editors:**

Photo: John Waring, MD of Elevenci.

## **About Elevenci:**

Elevenci is an independent, boutique automotive consultancy specialising in programme and project delivery for OEMs, finance, leasing, fleet, and evolving mobility providers. With unrivalled access to a panel of automotive industry experts, Elevenci's ability to accelerate innovation and execute transformational IT and business change is world-class.

[www.elevenci.com](http://www.elevenci.com)