



RETAINED BUSINESS SERVICES



ISLEFACT

PRIMARY OBJECTIVES

By constantly monitoring and interpreting global and regional trends and addressing the associated positive and negative implications for island administrations, we now offer a retained business service to organisations based in **Jersey, Guernsey, or Isle of Man**. The primary objectives of this service are to:

- Stress the relevance of external factors in the determination of overall internal strategy, operational direction, and risk assessment.
- Highlight potential economic, social and environmental impact scenarios thus enabling steps to be taken to mitigate any negative consequences.
- ◆ Avoid the need to fund permanent in-house researchers to analyse data and information which may only be needed from time to time.
- ◆ Brief team members to ensure they are able to have meaningful conversations with their key clients on fundamental issues relating to their island location.

ABOUT US

Chris Brock (Principal Advisor) has worked at the highest level of island government in strategic planning, economics, tourism, and utilities.

In the private sector, Chris' primary aim over a number of years has been the development of a unique island research capability which not only benchmarks economic, social, and environmental strategies but also monitors resilience and best practice. He has given presentations on these subjects at several international events and to a number of global organisations.

Chris has been a member of CHATHAM HOUSE - The Royal Institute of International Affairs - since 2017.

Angus Kemp provides complementary expertise and is a qualified Chartered Accountant and deeply involved in island accounting, financial planning, and training for over a thirty year period.

Many of Angus' clients are wholly reliant upon the continuing economic success of an island and, therefore, he has to be very aware of the impact that any change in this position can have on the local island business environment.

Angus' academic credentials include Master's degrees in Business Administration, Economics and Politics, and Education. He also holds a Postgraduate Certificate in Accountancy together with a Teaching Certificate.



RETAINED SERVICE - COMPONENT ELEMENTS

The Retained Business Service comprises three main elements (set out below) designed to inform and support as wide a range of management levels as possible within a client organisation. The charge for the complete package is just £1,875 per quarter.

MONTHLY REVIEWS

Our 'State of the Islands' Review Programme is designed to support and stimulate island strategic and operational decision-making and provide clear, evidence-based guidance for policymakers and business leaders.

Each comprehensive monthly Review features a selected topic chosen for its significance to island-based organisations and individuals. Island best practice will also be highlighted whenever relevant and a broad sample of islands including the three Crown Dependencies will be referenced.

DATA & INFORMATION ANALYSIS

Most island organisations at some point need to identify and analyse primary island economic, financial, social or environmental data and information which have a direct impact on their own operations.

As such primary data and information is collected and analysed on an ongoing basis, an agreed format relevant to the client organisation is compiled and presented quarterly. This format can include the benchmarking of performance between the Crown Dependencies and other island administrations provided like-for-like comparisons can be made.

IN-HOUSE CPD ACCREDITED SEMINARS

As part of the retained service, the following two half-day CPD accredited seminars are available over a twelve months' rolling period. Ideally, each event is held in-house with a minimum of five and up to a maximum of twelve persons attending. Each attendee receives a certificate of attendance and is able to register 3 CPD credit points per seminar event.



1. ISLAND RESILIENCE - IMPACTS & RISKS

This Seminar focuses on the latest global and regional trends and their associated island impacts and risks. It is also designed to increase awareness within a client organisation of the importance of identifying and monitoring the resilience and vulnerability of island communities over time particularly in what are currently very challenging times.

2. SINGLE ECONOMIC SECTOR DEPENDENCY

Islands around the world are now far more dependent upon just one economic sector, whether this be tourism, financial services, agriculture, or sea fisheries. Unfortunately, major external events outside a particular island's control are increasing in frequency and are having an ever-greater influence on the vulnerability of 'single-economy' islands.

(NB. Seminar data and information is being constantly updated to reflect latest trends.)

SERVICE COSTS

The following chart sets out the quarterly charging structure for the primary ISLEFACT retained services.

SERVICE FREQUENCY	QTR COST	MULTI-SERVICE PORTFOLIO COST			
		✓	✓	-	✓
REVIEWS (monthly)	£475	✓	✓	-	✓
CPD SEMINARS (bi-annual)	£625	✓	-	✓	✓
DATA ANALYSIS (quarterly)	£950	-	✓	✓	✓
TOTAL QUARTERLY COST		£990	£1,280	£1,415	£1,740
QUARTERLY SAVING		10%	10%	10%	15%

It should be stressed that bespoke research solutions are always available depending upon the island or islands in which the client organisation is based and the economic/social sector it falls within.

A distinctive feature of all our services is the harnessing of verifiable artificial intelligence analysis. By leveraging AI on top of primary data and information, we aim to provide reliable, data-driven support to further enhance the decision-making process.



Located in Guernsey, we have extensive knowledge of and practical experience in how islands operate globally. There are a wide range of island economic and social models adopted and it is essential that data and information are benchmarked accurately. Full details of all our services can be found at: www.islefact.com

To find out more about our us, please contact either Chris Brock at: chris@islefact.com or Angus Kemp at: angus@islefact.com to discuss your research needs in more detail.

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