



MCA Awards 2018 Finalist

Change Management in the Private Sector Egremont Group with Snapfish

Snapfish had lost its way. Brought in by new CEO, Jasbir Patel, we helped to transform them from a technology company with declining sales into a retailer with a growing customer base.

We helped them to deliver what their customers wanted, to create an environment in which people could flourish, giving them a purpose beyond turning up at work everyday. And we helped them redefine their strategy and build an operating model from scratch, underpinned by an economic model which focused their efforts and reversed a declining sales trend into a 10% growth.