

Hello,
we are Onepoint

Our services

Onepoint

Your trusted companions for the digital journey™



Shashin Shah
Founder & CEO



The thing that brings me most joy is when a client comes back and says, 'you made a difference'



Watch Shashin explain Onepoint's capabilities and ethos in this [video](#)

A few words from our founder

Onepoint was established in 2005 in London to specialise in enterprise architecture consulting and open source solutions.

Today we equip our clients to achieve transformational business outcomes powered by digital advances by applying world class technology, data, and analytics expertise.

We are proud to be called trusted partners by our clients. We love to provide value in whatever we do.

Thank you for considering Onepoint. My team and I look forward to collaborating with you on solving your most complex digital challenges.

What we do

Specialising in **business-oriented innovation**, we create, refine, and manage **enterprise-grade digital solutions** that create competitive advantage for our clients

We help clients to:

Power better customer & colleague experiences

Prove & power digital products & services

Realise value from AI, data & analytics

Transform, scale & deliver IT

These are our focus domains (better known as our four **service lines**).

The four service lines

4x

focus domains
(or service lines)

Power better customer and colleague experiences

Identify prospect and customer value

- Smart lead generation
- Customer lifetime value and churn analytics
- Statistical / machine learning models of customer behaviour
- Customer and channel analytics

Personalise customer offers and services

- Recommender systems
- Price and sales optimisation
- Retention/loyalty analytics

Deliver better end-user experiences through accurate customer views

- Customer 360
- Customer segment visualisation
- Customer journey optimisation

Deliver better end-user experiences through rich customer interfaces

- Conversational interfaces
- Multi-channel customer interfaces / portals

18x

common use case categories

60+

Offering building blocks

Prove & power digital products & services

Prototype digital product viability

- Business process prototyping
- Interaction design
- Web, mobile, data app prototypes

Architect & implement digital platforms

- Benchmarking
- Cloud-native programming
- Cloud IOT
- Telco grade architectures for new launches
- Bank grade architectures for new launches

Get digital foundations as-a-service

- Outsourced IT function

Realise value from AI, data & analytics

Define data strategies, architectures and operating models

- AI & data strategy development
- AI & data architecture definition
- AI & data architecture review
- Benchmarking
- Data sovereignty

Implement data foundations / repositories

- Data integration
- Data hubs
- Analytical data stores
- Business rules management systems

Implement analytics and accelerate insights

- Real time interactive analytics at scale
- BI analytics
- Predictive analytics

Perform data assurance

- Data migration & movement assurance
- Data privacy compliance audit
- Data profiling and quality assessment
- Business rules validation

Get data solutions as-a-service

- Verified data for testing as-a-service
- Public data aggregation as-a-service
- Data science as-a-service

Reduce analytics burden / get insights as-a-service

- BI as-a-service
- Machine learning / insights as-a-service

Transform, scale & deliver IT

Define IT strategies, architectures and operating models

- IT strategy & planning
- Business architecture
- Digital architecture definition
- Digital architecture review
- Benchmarking
- Vendor selection (tech, SI)

Engineer rapid + robust software solutions

- Rapid prototyping and PoCs
- Complex / real-time event processing
- Software engineering / custom development
- Extending platforms
- Application integration
- API development and management

Implement IT modernisation and legacy replacement

- Digital architecture implementation
- Cloud / hybrid Infrastructure
- Platform migration

Get IT solutions as-a-service

- Managed application services
- Managed infrastructure services

Lead and assure complex technical delivery programmes

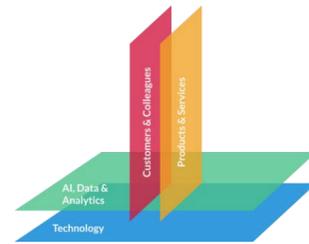
- Shape and deliver technical programmes
- Technology programme turnaround

Our four service lines are designed to serve 18 common use case themes that our clients are looking for help with

Onepoint in a nutshell

What we do

We are a **data and technology consultancy** that provides data and AI powered solutions around four strategic digital priorities of our clients.



- Power better total experiences
- Prove & power products and services
- Realise value from data, analytics, AI / ML
- Transform, scale & deliver IT

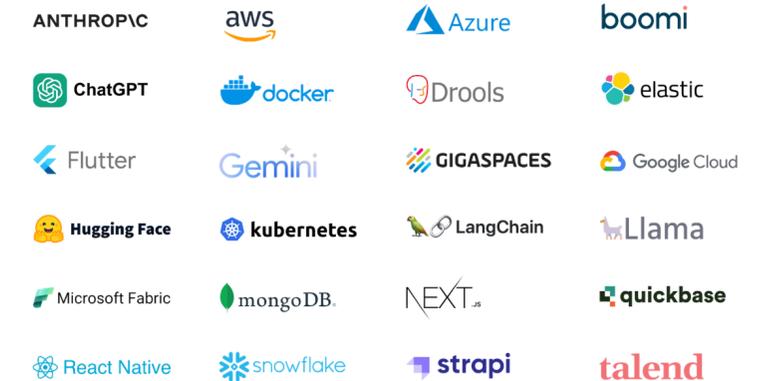
Who we serve

Our primary buyers are **business, technology, and data / analytics leaders** looking for deep technical experts who 'speak business' and know how to 'get to business value' quickly.



Who we partner with

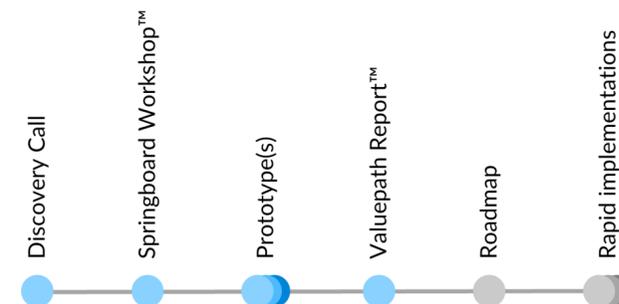
Our **trusted partnerships with leading technology companies** and **deep expertise with industry-defining technologies** allow us to quickly choose and apply the right solution set to our clients' problems.



Onepoint Valuepath™ and the Rapid Value Method™

Onepoint Valuepath™, the upfront element of our approach, is designed to help you to **quickly prove your technical concept**. Not only that, we also help you prove value, typically within 2-6 weeks.

This approach was borne out of a business outcome focus, human centricity, diverse thinking and multi-disciplinary input, deep technical expertise, and an emphasis on delivering value rapidly.



Continuous innovation

We are always experimenting with the next generation of tools and techniques to validate their **ability to influence business outcomes**.

It is through continuous research and development that we are able to demonstrate the art of the achievable, without learning at the expense of our clients.



[Explore more](#)

More about Onepoint

Core values

Our core values form the SERVE acronym that guides our work. These values shape how we think, operate, collaborate, and make decisions every day.



Service-oriented

We strive to be responsible, helpful partners who take the time to deeply understand needs and goals, whether of our clients, our people, our partners, or society.

We collaborate sincerely to achieve positive outcomes.



Ethical

Ethics and integrity serve as the foundation of our company culture.

We are committed to setting and upholding the highest standards of honesty, transparency, and accountability in our business practices.



Responsive

We pride ourselves on agility, accessibility, and dedication to addressing stakeholder needs.

We strive to be known for flexible, tailored service delivered at the pace our stakeholders expect.



Value-adding

We strive to be responsible, helpful partners who take the time to deeply understand needs and goals, whether of our clients, our people, our partners, or society.

We collaborate sincerely to achieve positive outcomes. It also means we walk away if we cannot add material value.



Expertise-driven

Our team applies decades of collective knowledge and specialty experience to provide authoritative insights and advice.

We are committed to innovation, ongoing learning, and developing expertise throughout our organisation.

Our customers

Delivering real value for our customers



“

The Onepoint team is particularly good if you're on the bleeding edge of technology, or it's a very complex case, or you want to get it done very quickly.

Simon Post Group CIO



“

I was solidly impressed with the way Onepoint took the work on, not just from the point of view of good technical delivery, but the way they conducted themselves.

Ian Minto Digital Delivery Leader



“

Onepoint has got great people with integrity, in addition to their great skill set. It's a combination that is really valued.

Peter Wardle Launch Director



Onepoint is a **boutique, values-driven, business-oriented technology consultancy.**

We **architect, prototype, build, and manage** data and AI powered solutions. We partner with global clients looking for high-impact, enterprise-grade advice and IT services to realise their most critical digital transformations.

London | Manchester | Pune

Onepoint

Your trusted companions for the digital journey™



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