

**Armstrong Wolfe**

**The Power of Collective Ambition**

# Alliance Partnership

Where challenges meet solutions



**ARMSTRONG WOLFE™**

# 90 Day Client Engagement Programme

## Armstrong Wolfe?

Connecting and Empowering the Financial Services COO Community

At Armstrong Wolfe, we bring together the global COO community in financial services to tackle shared, non-proprietary challenges that shape the industry.

Through our flagship initiatives – the International COO Community (**iCOOC**) and Women in the COO Community (**WCOOC**) – we deliver exclusive corporate membership programs designed to foster collaboration, innovation, and leadership within this critical professional network.

As a trusted partner, we facilitate high-quality, engaging discussions among our members, enabling meaningful peer-to-peer exchanges in a confidential environment governed by the **Chatham House Rule**.

These conversations are enriched by insights from our industry advisors, alliance partners, and a global network of alumni. The value lies in our unique ability to connect COOs across the financial services ecosystem, empowering them to share knowledge, navigate challenges, and drive meaningful change together.

# What is an Alliance Partner?

An Alliance Partner (AP) is a trusted organisation, either with a proven relationship with Armstrong Wolfe or recommended by one of our Member Firms, that contributes specialised expertise and gains valuable visibility within the International COO community.

## Role and Participation

Senior executives from Alliance Partners have the opportunity to:

- » **Participate in iCOOC roundtables** to share insights and collaborate with industry leaders.
- » **Host or sponsor events on the iCOOC calendar**, showcasing their expertise and enhancing their brand visibility.

All interactions are conducted under Chatham House Rule, ensuring a private and trusted environment for meaningful, candid discussions.

## Value to the COO Community

Alliance Partners play a critical role in enhancing dialogue and debate across the COO community. They provide:

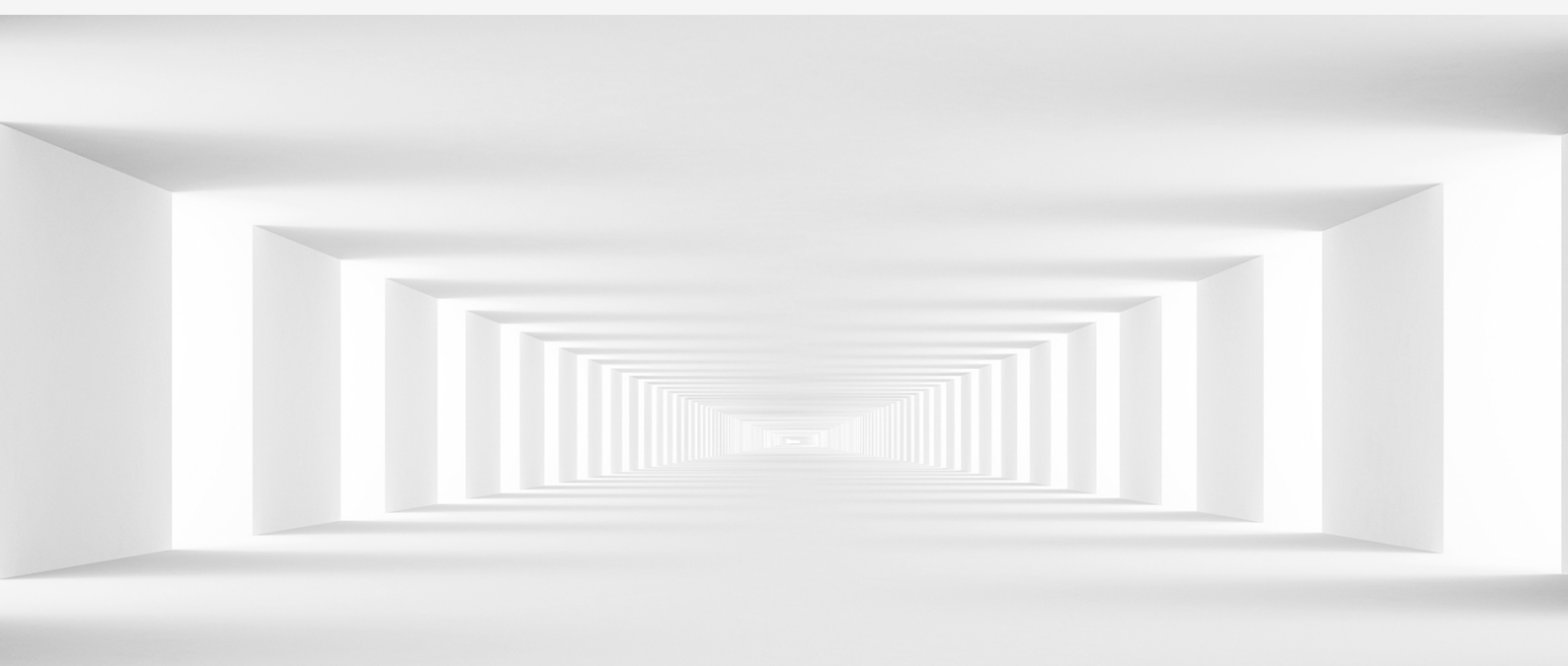
- » **In-depth analysis** and actionable insights
- » **Considerations and solutions** that address shared challenges
- » **Expertise that complements** the cross-industry discussions facilitated by iCOOC and other forums

## Areas of Expertise

The contributions of an Alliance Partner align closely with the priorities and responsibilities of COOs, offering effective solutions in key areas such as:

- » Emerging Technologies: Crypto, Blockchain, and AI
- » Regulation and Risk Management
- » Geopolitical Risk Management

By partnering with Armstrong Wolfe, Alliance Partners help shape the future of the financial services COO landscape while establishing themselves as thought leaders within the community.



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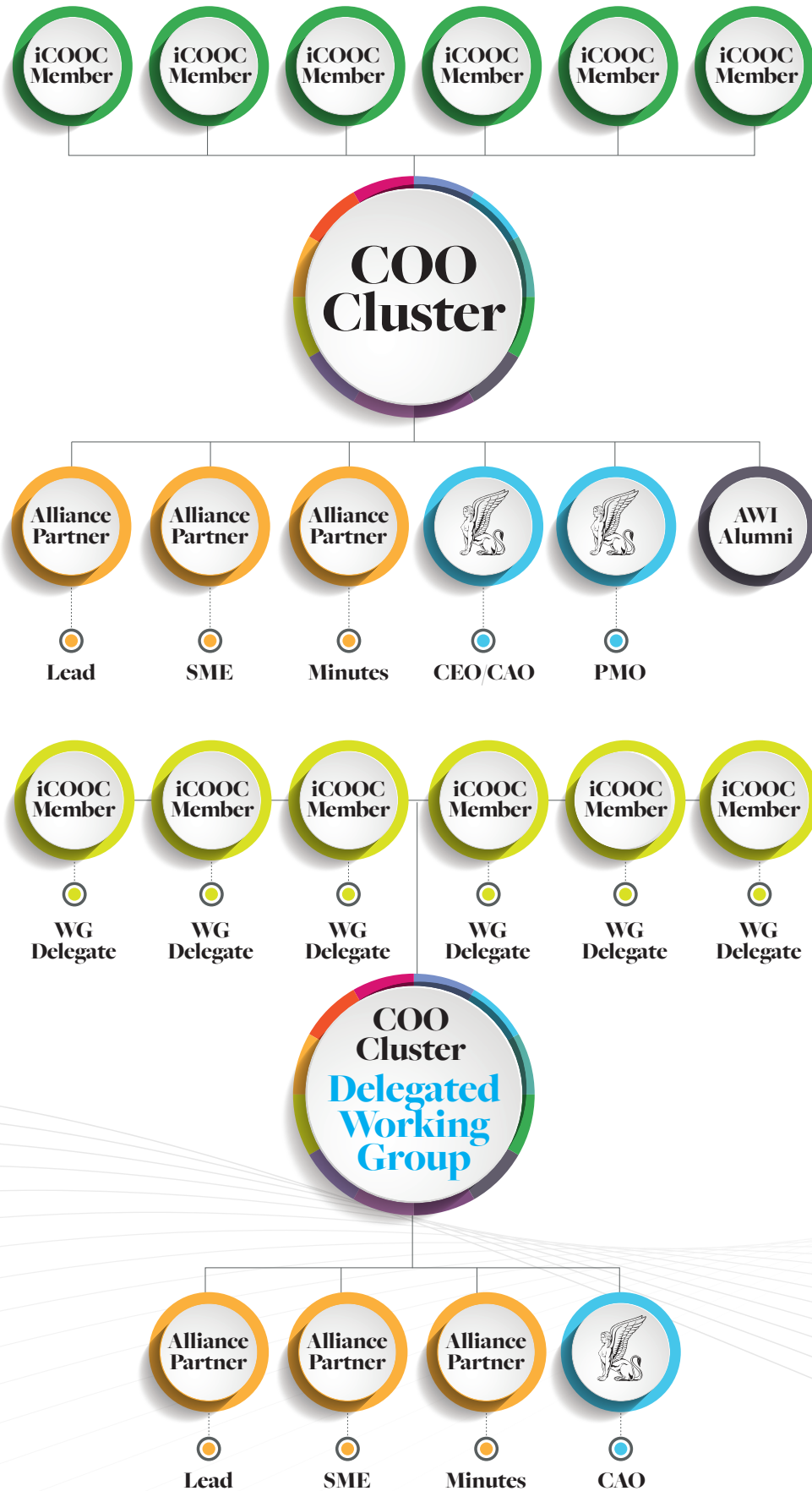


Building trust and knowledge with the International COO Community (**iCOOC**) and Women in the COO Community (**WCOOC**)

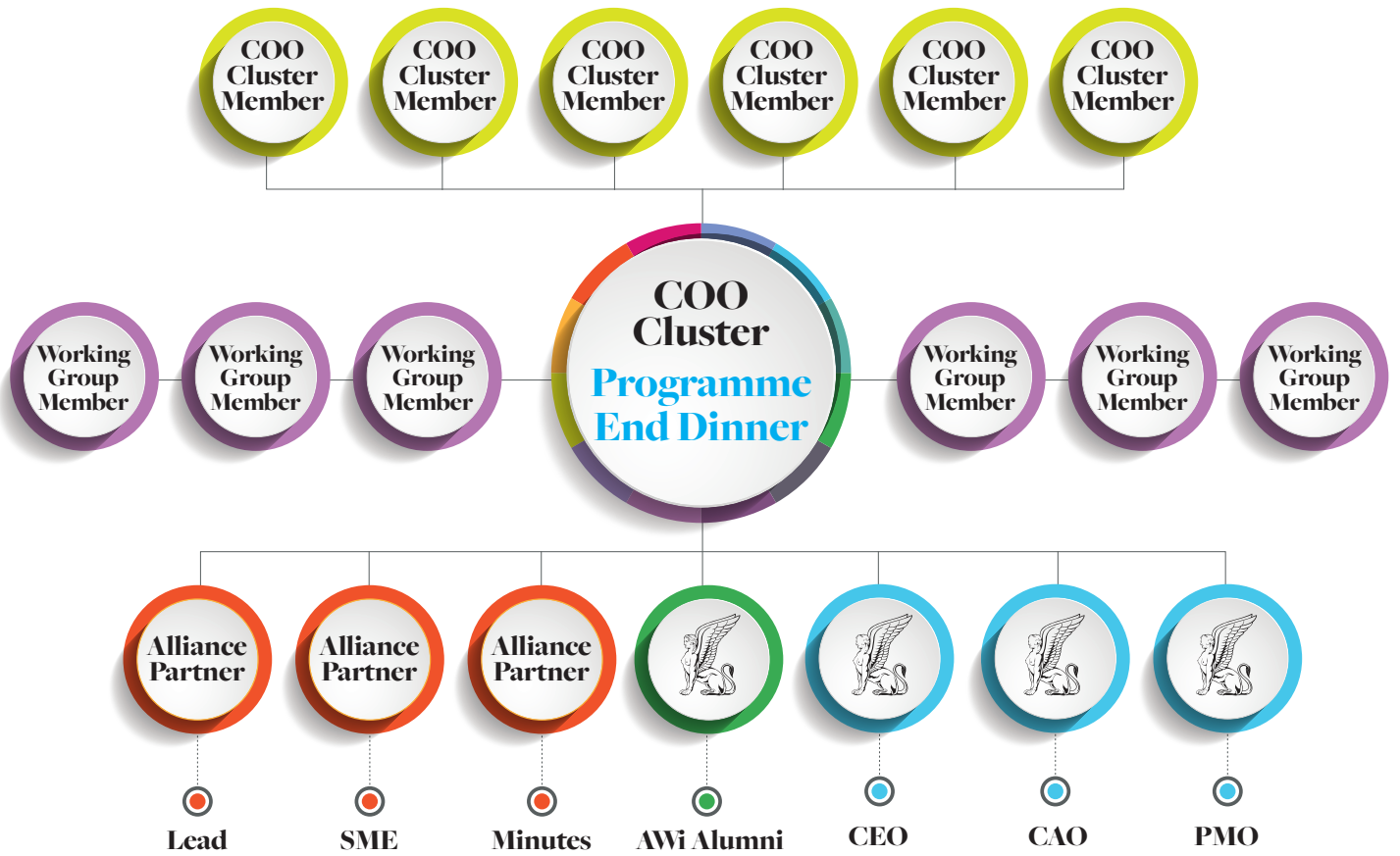
## Areas of Investigation



# 90 Day Client Engagement Programme Step 6



# 90 Day Client Engagement Programme Step 9



# Pricing

Armstrong Wolfe Membership is typically an annual agreement lasting January to December, with flexibility to align with the COO's priorities. Membership runs from April 1st - March 31st, and benefits are available to all qualified employees of the member firm.

Benefits include but are not limited to being profiled among peers in GPCA's Member Database, team-wide access to GPC Analytics and our proprietary data platform.

## Budget allocation over 90 day engagement

Resource	Days	Fee	Total Fees
<b>a. Preparation and Administration (inc. AW – Alliance partner calls)</b>			
CEO	3 days	£10,500	
CAO	3 days	£7,500	
PMO	6 days	£3,000	
Desk top production	3 days	£3,000	
Administration	6 days	£1,500	
<b>Sub-Total 1</b>			<b>£25,500</b>
<b>b: iCOOC interface time</b>			
Pre-engagement meetings (AW only)			
6 x COOs prep calls and 6 x Cluster calls			
CEO	2 days	£7,000	
CAO	2 days	£5,000	
PMO	2 days	£1,000	
Alumni	2 days	£4,000	
<b>Sub-Total 2</b>			<b>£13,000</b>
<b>c: Fixed Costs</b>			
Travel & Accommodation		Variable	
Dinner		£5,000	
Collateral production		£1,250	
<b>Sub-Total 3</b>			<b>£6,250</b>
<b>Sub-Total (1 + 2 + 3)</b>			<b>£44,750</b>
<b>d: Target Operating Margin</b>			
<b>Total Fee</b>			<b>£55,000</b>

### Armstrong Wolfe Daily Rate Card

CEO	GBP £3,500
CAO	GBP £2,500
AW Alumni	GBP £2,000
PMO	GBP £500
Desk top production	GBP £1,000
Administration	GBP £250

# Contact

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Find us on LinkedIn: [Armstrong Wolfe](#)

Find us on LinkedIn: [Women in the COO Community](#)

