



Shaping Strategies

We work with businesses operating in or entering regulated sectors to understand the risks and find the opportunities regulation presents for them.

The impact of regulatory decisions on businesses can be significant. We use our deep experience and knowledge of regulation to help businesses develop their strategy for engaging with regulators.

We understand regulators and regulatory frameworks, so we can help our clients see how these frameworks impact on and apply to their business model. We use our insight into the goals of regulators to help clients develop strategies that can maximise benefits to their business, effectively manage risk, and align with the regulators goal. This helps to build constructive engagement with regulators to maximise benefits and minimise risks from regulatory decisions.

We help our clients to assess and understand the goals and objectives behind regulatory frameworks and map these onto their own objectives to identify strategic business risks and highlight gaps and potential opportunities. This is critical for more and more firms as new and existing regulation impacts their businesses.

In individual regulatory decisions, such as price controls or appeals, we help our clients understand the opportunities for outperformance, and the downside risk for them in the decision making process. We support them in developing and submitting their best case to maximise the chance of a successful outcome.

Where a regulator is developing new approaches or frameworks, we help businesses to identify strategies to achieve the regulator's goals that work well for them, the sector and consumers, and build their best case to take to the regulator. We support the building of constructive engagement with the regulator at this stage of the process to influence the overall shape of regulatory approaches.

We work with senior decision makers including Chief Executives and Boards to provide strategic insight and assurance. Our unique knowledge base and deep experience enhances our clients' strategy development and helps ensure that their strategy is not only right for their business but will also be influential with their critical policy and regulatory stakeholders.

Regina Finn has been the driving force that has transformed regulation across significant utility sectors such as telecoms, water and electricity. She has introduced innovative and future looking incentive schemes to tackle new and emerging challenges facing these sectors. Regina is skilled at gathering buy-in from stakeholders during reform.

Heather Clayton has almost unparalleled experience of UK regulation, uniquely splitting her career between competition and consumer roles. She understands what works and what doesn't. She has developed and introduced new regulatory frameworks across many different sectors from utilities to financial services to health.

Simon Less has an impressive track record of insightful analysis that cuts through traditional thinking. He has been the architect of many new regulatory initiatives in the water sector, energy, environment and competition and consumer policy. He grounds regulatory frameworks within the current public policy context to deliver workable solutions.



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