

## MANAGEMENT CONSULTANTS

## How do you efficiently use consultants?

### What do management consultants offer?

- Availability and time to focus on improvement projects.
- Skills and experience that assist with problem solving across business functions.
- No long-term or fixed headcount commitments.
- Flexibility to work intermittently to maximise value.

### Why should you consider working with consultants?

- Repetitive tasks taking up more and more resources.
- Reporting requirements run into the next cycle without pause for system enhancement.
- Lack of necessary skills and experience within the organisation.
- Implementing large scale finance/IT projects where specialised expertise is required.
- Seasonal demands or commercial dynamics.
- Impact of changing or new regulations.
- Assistance when critical intervention is required.

### How do you efficiently use consultants?

- The project/team lead should be very specific about the task at hand. Better scoping leads to results and value for money.
- Internal resource availability is a very important to ensure that consultants do not spend more time waiting than working.
- Internal communications regarding the use and purpose of consultants should be done before project initiation.
- The decision maker/s should be available to assist with decision making or implementing recommendations.
- Regular informal progress feedback on actual progress, rather than endless reporting.
- The project sponsor needs the relevant authority within the business to mobilise resources.

### Why would you use IP Capital?

- Experienced consultants with expertise in:
  - Financial management and accounting
  - Chartered Accountants with broad IT knowledge
  - System design and implementation experience across vendors
  - Business processes and internal control enhancement
  - Decision makers and project leaders
  - Big data analytics
  - Big data reconciliation
  - Automation of tasks using Microsoft Excel.
- Proven track record of excellence including assistance to JSE listed companies.
- Results orientated.
- Consultants who get their “hands dirty”.
- Microsoft PowerBI reporting specialists.
- Fast implementation of solutions in critical situations.
- Experienced consultants at reduced rates, compared to international consulting firms.
- Flexible contract arrangements.
- Option of time-based billing (resource model), fixed or profit-sharing arrangements.