



Guidacent Business Brief

# Consulting Checklist

*5 Points Every Business should Consider*



# Consulting Checklist

## *5 points Every Business Should Consider*

### con ♦ sult ♦ ant (noun)

1. A credentialed resource who offers to perform professional services as a consultant, in connection with the design, management and/or delivery of solutions to address a set of challenges, gaps or problems.

### End-to-end Consulting Services

can be a tricky business challenge for organizations that are looking for ways to address their operational deficits and gaps.

Guidacent offers this five-point checklist to help your organization see through the fog of confusion.

Building a strong Consulting partnership means understanding what it is your clients need to address to help get them to the next level of their business goals.

Effective consulting services begin with good planning and capability mapping, through which the appropriate alignments can begin to solidify.

Understanding the interdependencies between people, process and applications, is a vital characteristic that every firm (and its prospective clients), need to know how to master.

Guidacent works with our clients to understand their business expectations, helping them reinforce their respective conditions for success and plan initiatives that lead them to achieve that success.



There are many reasons why businesses hire consultants. Whether it's because your organization wants an impartial perspective or because your operations are missing some critical aspect or resources necessary to address internal growth or development issues, Guidacent can provide a means of addressing your concerns.

And to start the relationship (regardless of who you might select as your consulting partner, consider the following five areas of focus:

### **Tactical Reputation**

When reviewing the credibility of a firm, be sure to get their references. Speaking with actual clients will give you the best perspective on the social and professional DNA of a consulting firm.

And be sure to ask about who they have worked with, how long the project lasted, and how efficient was the time-to-delivery phases as they unfolded. Ask the firm for references that are both similar to your organization as well as for those of greater size, which may demonstrate flexibility and versatility in adapting to changing business landscapes.

### **Professional Experience**

How the firm tells the story of how its resources will be placed within your organization will reveal a lot about its internal operations (and its depth of resources). Your time is valuable, and a good firm isn't going to waste it in a game of bait and switch. While some firms employ senior

consultants as leaders, their influence and contribution should still be part of the solution for your business.

### **Cross-functionality**

In some areas of your business operations, hiring consultants with specialty functions (i.e., cloud migration, cybersecurity, etc.), are essential. But also looking at those resources to see where else they may add value will go a long way in helping you reduce the number of resources you may have to rely on (and the cost for employing those resources). Be sure to look for added value and a dimension of skills that cross business lines, which will help a larger spectrum of your business objectives.

### **Relevant Value**

There's an old saying in investment: "Buy Nice or Pay Twice." Consultants are usually called when organizations don't have the means to hire specific resource capabilities. But finding the cheapest resource may not yield the result an organization needs, as value is also measured by the amount of time it takes to efficiently identify and mitigate a business problem and conclude the engagement successfully.

### **Flexible Business Outcomes**

When you hire a consulting firm, the idea of their presence complimenting your operations means that they are often seen and heard, but only as far as they are needed. If your organization requires expansion, or include multiple facilities or business outcomes, validating that the solutions the firm is proposing will scale to your business.



Guidacent strives to create a positive experience with each of our client relationships, regardless of the size or market influence of your organization.

For Guidacent, consulting is not about selling a system or a methodology. It's about bringing the best resources to the forefront of a business challenge, to collaborate with our clients and deliver successful outcomes.

Guidacent was founded on the vision of creating a firm known for delivering exceptional consulting services and program leadership at very competitive rates.

We attract top talent with proven work histories, equip them with the best tools and processes, and keep our firm overhead low in order to deliver the best value to our clients.

**Contact Guidacent today** to discover how our professional consulting and advisory services can compliment your business portfolio. Our team of experienced, certified Information Security Professionals can help any size organization, regardless of where you might find yourself on your path through the shifting business landscape.

Guidacent offers a highly effective, proven delivery model which is centered around the fundamental characteristics of any good business plan: to deliver a product or service with better quality and more efficiently to more target clients than your competition. And with decades of experience across multiple business disciplines, Guidacent can help your business achieve even greater success.

## *Our Core Competencies = Your Success*

- Business Data Intelligence
- Cloud Transformation Solutions
- Cybersecurity Services
- Program Leadership
- Custom Application Development
- Project Rescue & Remediation

Let's see what **Guidacent** can do for your **business**

Guidacent can help your business **climb to new heights** as we help you look at your current business landscape with **fresh perspectives** and new services!

Go to **info@Guidacent** to start the conversation

### Because Your Success is Our Business

The backbone of any business is built on the strength of its people. Guidacent understands the margins between success and failure can be tied to the next decision. We help your business make the right ones as you continue on your path to achieving greatness.