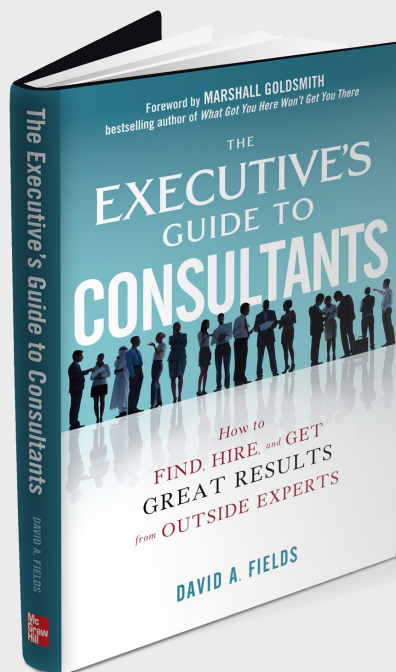


Inner Circle Advisory Program



An advisory service designed to help you achieve higher return on your investments in outside experts

(Using best practices from The Executive's Guide to Consultants)

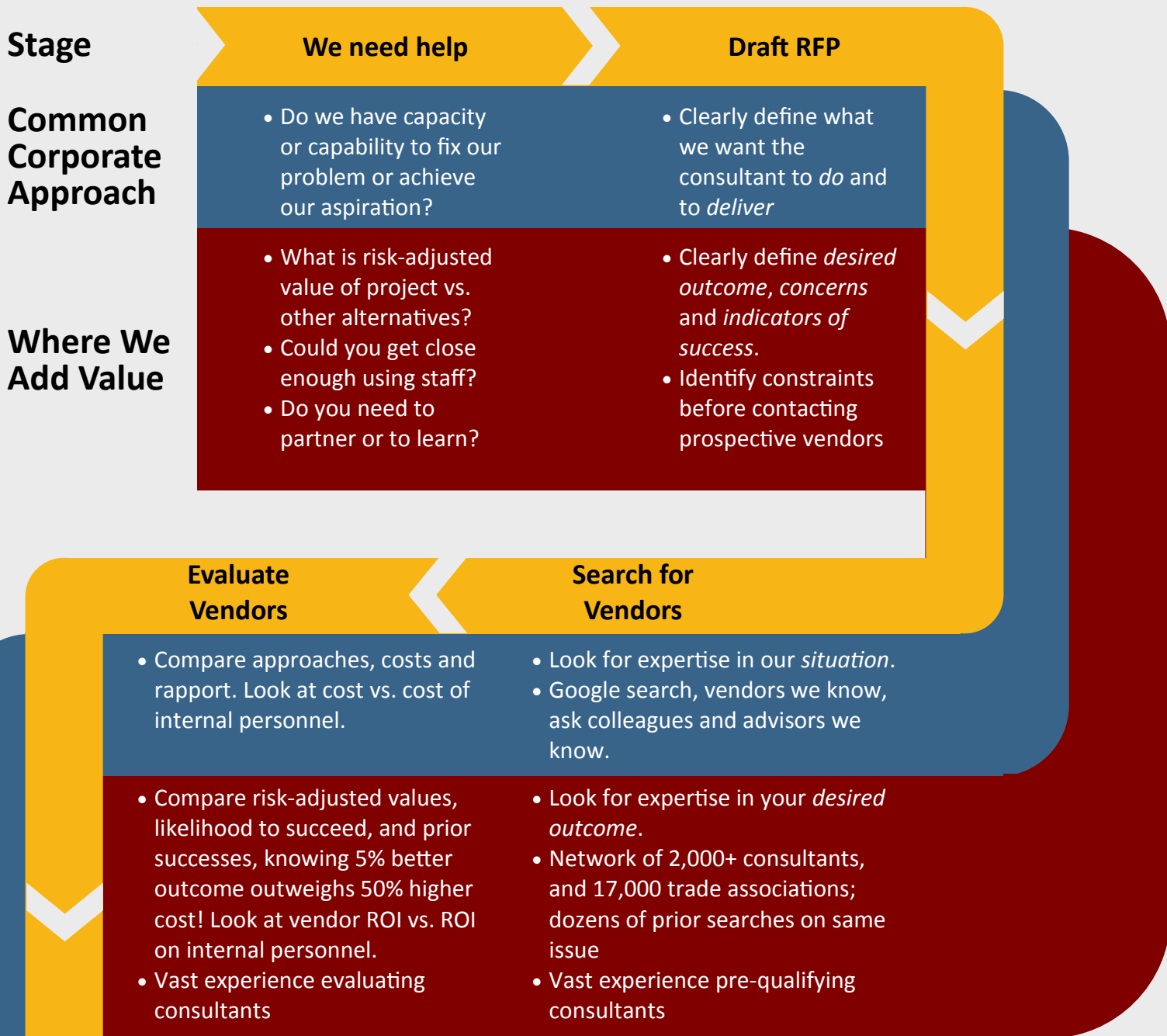


Call now for more information

203-438-7236

How it works:

We are on call to help and advise you at every stage of working with an outside expert



Call now for more information
203-438-7236

Negotiate

- Try to push down price
- Reallocate risk
- Determine optimal contract structure
- Increase likelihood of success
- Drive up value

Launch Project

- Let the vendor take the lead
- Set the project up for success.
- Establish decision rights, inclusion, action standards, communication plans, longevity plans, and dashboards

Results

B

A+

Work the Project

- Monitor milestones
- Change SOWs
- Renegotiate
- Monitor warning signals
- Track indicators of success
- Resolve issues
- No change in SOW, because of optimal contract structure
- Head-off torpedoes

Call now for more information
203-438-7236

ICAP Fits *Your* Needs and Culture

Total Flexibility

- ❑ Use on any project or every project
- ❑ Use at any or all steps in the process
- ❑ Choose the level of participation
 - ❑ Advisor, Partner or Leader

Unparalleled Responsiveness

- ❑ 120-minute response time on all phone calls
- ❑ 24-hour turnaround of all emails

Optimal Fee Structure

- ❑ Flat fee regardless of size or duration of your project
- ❑ Multi-project bundles maximize your ROI

Call now for more information

203-438-7236

Detailed Program Options

	Advisor	Partner	Leader
Project Design			
• Establish project nominal value and risk-adjusted value	✓	✓	✓
• Counsel on use of internal resources vs. external expertise	✓	✓	✓
• Establish desired outcomes	✓	✓	✓
• Identify indicators of success	✓	✓	✓
• Assess and define project risks	✓	✓	✓
• Articulate time, people and money parameters	✓	✓	✓
• Construct project brief (“RFP”/Context Document)	✓	✓	✓
Consultant Selection			
• Determine type of consultant needed	✓	✓	✓
• Site license to ConsultantChoice Software	✓	✓	✓
• Evaluate and vet prospective consultants	✓	✓	✓
• Determine optimal contract structure to maximize value and likelihood of success	✓	✓	✓
• Negotiate with prospective consultants to optimally reallocate risk and arrive at best contract		✓	✓
• Comprehensive search for best prospective consultants		✓	✓
• On-site participation in negotiation		✓	✓
• Craft compelling presentation of recommended expert for decision makers		✓	✓
Setup for Success			
• Set up project dashboards	✓	✓	✓
• Ensure sufficiently detailed project plan is in place	✓	✓	✓
• Counsel on level of inclusion	✓	✓	✓
• Advise on decision rights	✓	✓	✓
• Review organization engagement approach	✓	✓	✓
• Review communication plan	✓	✓	✓
• Install early warning system to spot common causes of project failure		✓	✓
• Identify resource constraints and/or gaps		✓	✓
Project Management			
• Help resolve/manage any mid-project issues	✓	✓	✓
• Ensure deliverables presentations are powerful and on target		✓	✓
• Ensure deliverables are designed for long-term impact		✓	✓
• Assume Project Manager role		x	✓

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