

CASE STUDY

Building Business Consultancy Units

OVERVIEW

My approach to building business consultancy units involves targeting customer challenges with precision. I create insight-driven roadmaps for measurable business value and minimal disruption.

By sharing knowledge and building customer capability, I empower organizations with tools and frameworks to sustain and scale AI-driven success independently.

CONSULTANCY SETUP MAPPING

I begin the process by creating a clear pathway to success. Think of this as an action plan for success. I'll work with you closely to ensure the mapping reflects your needs and objectives.



MY APPROACH TO CONSULTANCY SETUP MAPPING INVOLVES THE FOLLOWING STEPS:

1. Define the Vision and Goals
2. Establish the Business Unit Structure
3. Define Leadership Roles and Responsibilities
4. Establish Financial Models
5. Assess the Consultants
6. Create a Recruitment Model
7. Integrate Consultancy with Existing Units
8. Define Scope and Oversight
9. Create a Training Strategy
10. Establish Frameworks
11. Establish KPIs and Best Practices
12. Develop an External Outreach Strategy

TURNING LEADERS INTO A PRODUCTIVE CONSULTANCY TEAM

Organizations evolve. And as they do, they often move from simple service delivery to strategic enablement. To make the transition smooth, a consultancy business unit is needed.

I deliver the catalyst for seamless transformation through a series of best practices. Ultimately, I'm here to deliver sustainable client value, in-house skills development, and market differentiation.

Here are my seven consultancy best practices for transformation:

CLEAR VALUE PROPOSITION

I'll define a consultancy purpose centered on measurable client outcomes. My priorities will be maximum impact, knowledge transfer, and sustainable change.

DESIGN FOR SCALE AND ADAPTABILITY

My aim here is to codify modular, scalable delivery methods and governance processes. I'll also ensure consistency and flexibility that can adapt to your needs.

BLEND STRATEGIC, TECHNICAL, AND CLIENT EXPERTISE

This is when I build multidisciplinary teams with content, AI, and strategic skills. I'll work with your consultants to address operational and strategic challenges.

GROW TALENT, NOT JUST TEAMS

My role is to invest in defined consultant profiles and mentoring programs. Working closely with your team, I'll foster a culture of coaching and continuous learning.

OPERATIONALIZE CONSULTING EXCELLENCE

I'll standardize project methods, toolkits, and quality metrics within your organization. From there, I'll integrate feedback loops to evolve your delivery processes.

ALIGN INTERNALLY TO AVOID CONSULTANCY SILOS

Sales, Operations, and Marketing must be strategically integrated. From there, I'll work hard to facilitate internal transformation and drive revenue growth.

LEAD BY EXAMPLE IN CLIENT ENGAGEMENT

Co-creation and knowledge transfer with clients are the goals here. Working closely with your consultants, I'll focus on business outcomes to ensure trust and long-term success.

THE COMPANY-WIDE CUSTOMER INSIGHT PIPELINE

I created my Company-Wide Insight Pipeline to develop loyalty and nurture long-term, highly productive relationships. There are eight clear, actionable steps involved:

3. FEEDBACK ON THE PROCESS

My role here involves making sure tactical work and status reports are in line with the customer's strategic objectives.

4. AI-POWERED AUTOMATION

This stage involves enhancing customer value through AI-powered automation, thus increasing overall efficiency.

7. CUSTOMER TRACTION

Through value-driven, fully customized Account Management, I help businesses build strong relationships with the aim of nurturing customer loyalty and forging long-term, profitable relationships.

8. ONGOING CALIBRATION

Once an effective pipeline is in place, I continually monitor and calibrate it to ensure it aligns with the customer's changing objectives and timelines

1. BUILDING THE CONSULTANCY

My first task is to deliver a consultancy with clear and measurable outcomes. This process is driven by the customer's goals.

2. ESTABLISHING BEST PRACTICES

I apply best practices recognized by the relevant industries to deliver scalable, efficient, and future-proof solutions.

5. HIGH-VALUE CUSTOMER CONVERSATIONS

I instigate strategic conversations with customers to establish and flesh out the long-term positive outcomes involved.

6. INNOVATION ROADMAPS

I work as an advisor to develop and fine-tune the customer's long-term innovation strategy.