



CONSULTANTS AND RISK MANAGEMENT ADDING VALUE TO YOUR BUSINESS

What is your business goal? (It is probably something like...)

To have long term profitable clients.

But how to do this?

- Have a unique offering(s)
- Know how you add value to a Client such as:
 - Improve efficiency (do more with less)
 - Increase effectiveness (enable better outcomes for you and your Clients)
- Demonstrate value and be the Consultant of choice

How we can help achieve your goal (at least for risk management)

If you are involved in project management then risk is a key function.

We can assist you with an efficient "essentials only" process which:

- ▶ Increases the take up of a proactive approach to risk management with resulting improvement to project outcomes (eg fewer issues, earlier well informed decisions etc)
- ▶ Data management kept to an absolute minimum so stakeholders time is used efficiently

Toolsets that enable:

- ▶ Managers to be more effective in their role
- ▶ Integration internally and externally
- ▶ Ready assessment and management of the cost of carrying risk (contingency)

The steps to adding value to your consultancy business.

- ▶ Appoint an internal risk champion
- ▶ Review your current risk process and compare against an 'essentials only' approach. (See [Data Efficiency Checklist](#))
- ▶ Compare your current risk outputs with those of an integrated system (See [Integrated checklist](#))
- ▶ Read our book on a systems approach to project risk management [Integrated Project Risk Management](#) (\$9.95)
- ▶ Appreciate the toolsets by exploring the demo version (See [Demo](#))
- ▶ Use the calculator to assess indicative cost savings (See *TBA—new website to be released in June*)
- ▶ Purchase a Bronze [subscription](#) (\$49 per month) and internally trial the workshop and management processes for yourself. (We can assist with this so your champion becomes comfortable with the process and can facilitate workshops in the future.)
- ▶ Undertake a risk workshop with one of your Clients so they can see the benefits of your unique offering.

These overarching steps have been proven to work with other Consultants but of course can be tailored to suit your specific requirements.

So let's have a [virtual coffee](#) and plan how to quickly add value to your business.

