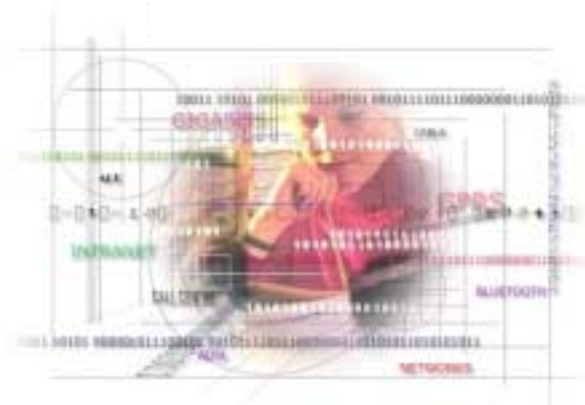


Eddie Power
Director

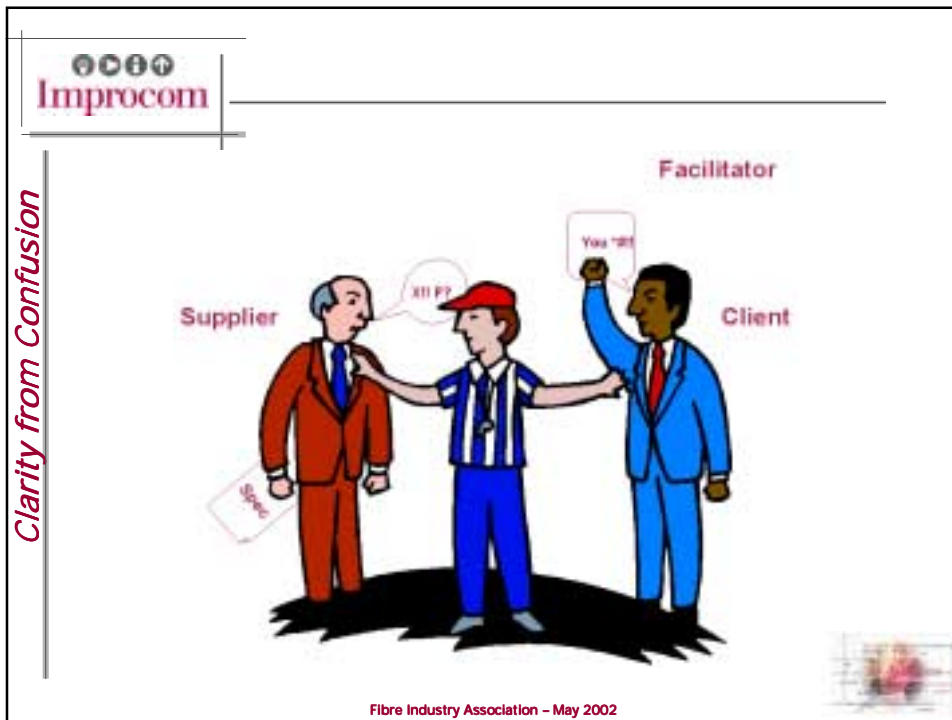


- /// What do Consultants Do?
- /// What do consultants know?
- /// Why hire a consultant?
- /// Barrier or facilitator?
- /// Preparing a specification
- /// Responding to a specification
- /// What do consultants look for?
- /// How can we improve relationships?



- /// Define strategy
- /// Prepare Business Cases
- /// Estimate costs
- /// Design systems and networks
- /// Specify requirements
- /// Liase with suppliers/act as communications channel
- /// Clarify, equalise and evaluate bids
- /// Recommend solutions and suppliers
- /// Manage implementation and contracts
- /// Monitor standards and practice
- /// Accept installations
- /// Monitor performance






Improcom

What do consultants know?

Clarity from Confusion

- /// How to define requirements
- /// How clients think
- /// How much things should cost
- /// How suppliers think and behave
- /// What is available
- /// What problems exist
- /// How to get things done
- /// How to manage a network
- /// How to find things out

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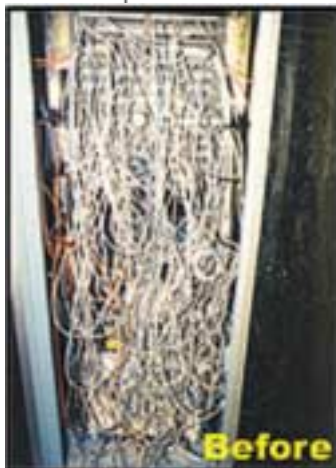


Clarity from Confusion

- /// Voice communications and networking
- /// Data communications and networking
- /// Mobile communications and networking
- /// Video communications and networking
- /// Structured cabling design and implementation
- /// Fibre cabling
- /// Network management
- /// Procurement including EC/OJEC
- /// Implementation



Clarity from Confusion





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Clarity from Confusion



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Clarity from Confusion

Improcom consultants are paid to provide experienced, objective and truly independent support and advice and to act, at all times, in the best interests of our client

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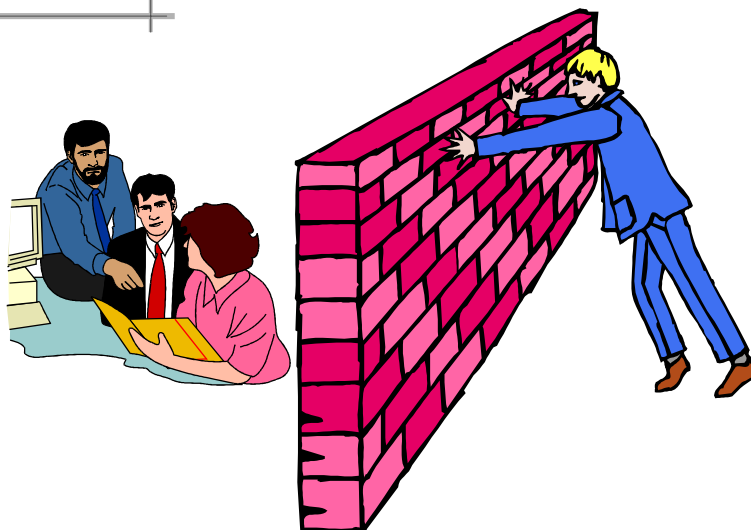


Clarity from Confusion

- /// Lack of skills
- /// Short of resources
- /// Objective opinion
- /// Catalyst
- /// Independent arbiter
- /// Industry experience
- /// Poor golf swing



Clarity from Confusion



- /// Client details
- /// Background
- /// Overview of the requirement
- /// Outline design – physical and logical
- /// Detailed statement of the requirements
- /// Schedules and plans
- /// Standards and performance
- /// Contract terms and conditions
- /// Outline Programme of Work
- /// Pricing Schedule/s



Clarity from Confusion

- /// **Company information**
- /// **Compliance statement**
- /// **Unambiguous responses**
- /// **Clear explanation of processes**
- /// **Programme**
- /// **Completed Pricing Schedule**
- /// **Extra information**



Clarity from Confusion

- /// **Competence**
- /// **Professionalism**
- /// **Experience**
- /// **Understanding**
- /// **Familiarity**
- /// **Honesty**
- /// **Clarity of response**
- /// **Added Value**
- /// **Price?**
- /// **Interest**
- /// **Commitment**
- /// **Positive attitude**
- /// **Completeness**



**1/2
OFF!**

FREE!

SALE!

- ≡ Understand the consultant's role
- ≡ Contact consultants regularly
- ≡ Provide information promptly
- ≡ Get to know the consultancy
- ≡ Help consultants to learn more



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Questions

