

BCS Consultancy Specialist Group

Chairman's Report. October 2013

The Consultancy Specialist Group participated in the organization and presentation of nine events between September 2012 and July 2013. Six of these events were joint events with colleagues from the London branch of the Institute of Consulting. The events were very well received and generally well attended.

The themes this year were about building and maintaining an independent consultancy practice and included protecting your business and clients, Pricing by value; getting your true worth and Creating Business Opportunities in a systematic cost-effective and sustainable way.

The thrust was not so much about survival as preparing for the turnaround – as usual we were slightly ahead of the game!

The Consultancy SG membership has increased year on year and this year was no different. Steady growth month on month.

Figure 1 – Consultancy SG Membership Figures

Consultancy Specialist Group												
Sep-12	Oct-12	Nov-12	Dec-12	Jan-13	Feb-13	Mar-13	Apr-13	May-13	Jun-13	Jul-13	Aug-13	Sep-13
3523	3547	3564	3548	3538	3539	3544	3552	3563	3554	3558	3559	3568

Last year we said we would improve on our communications channels and in part we have. We are using many web 2.0 technologies cheaply and efficiently but still need to improve service to our linked-in applicants. In some cases people have been waiting a month or more for a response and this year we are dedicating people to check for new applicants daily

Overall, a steady year of membership growth, excellent events brought about with close collaboration with colleagues from ICL which resulted in good attendance at most of the events.

I would personally like to thank all the staff of the BCS who help support these events so very well and to my colleagues and fellow committee members without whose help we could not have produced the successes we have.

Kind regards and best wishes

John McGarvey FBCS CIP

Chair, Consultancy SG

9.10.13