

# British Computer Society The Chartered Institute for IT

### HOW TO BE A CONSULTANT

a programme for new and aspiring consultants

### **Being A Consultant?**

by David Lightfoot CITP, MBCS 28th April 2021





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#### HOW TO BE A CONSULTANT

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David Lightfoot; MBCS, CITP

### What it is to be a consultant

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#### **Fusion Global Business Solutions**

We deliver measured outcomes for our BMC customers with Al-powered service management and operations.

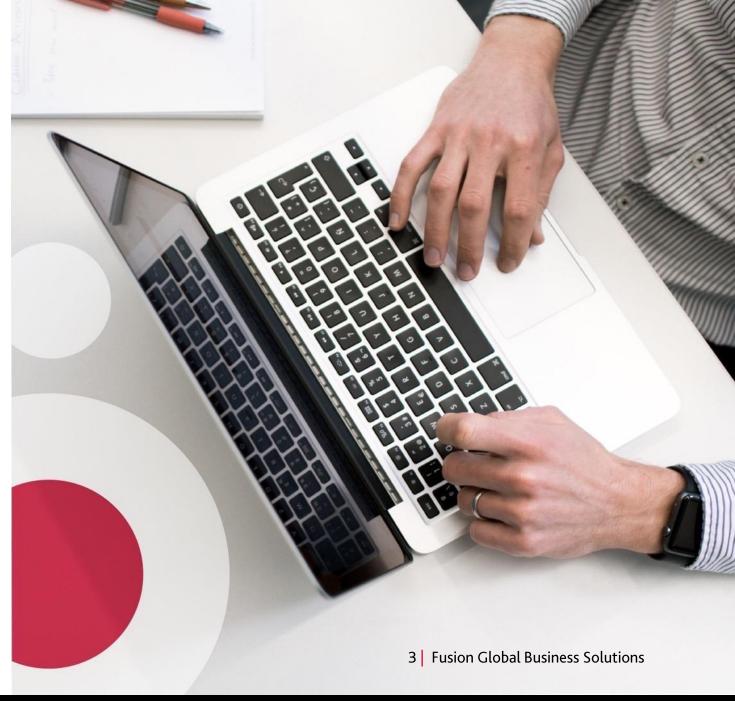
This year we will be trusted advisers to more than 400 organisations across the globe.

#### We will deliver

- 150 Customer Projects;
- ➤ 100 Support contracts;
- ➤ 30 Managed Service.

#### Consultants are based in

- Bulgaria
- Czech Republic
- Germany
- > India
- Japan
- Poland
- > UK
- > US
- 35% are Contractors



#### What does it mean to be a consultant (1 of 3)



Why is this picture of a consultant and customer perfect?

Answers in the chat please

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#### What does it mean to be a consultant (2 of 3)

#### **IMAGE YOU WISH TO POTRAY**

IMAGE THAT PEOPLE EXPECT

RELIABLE

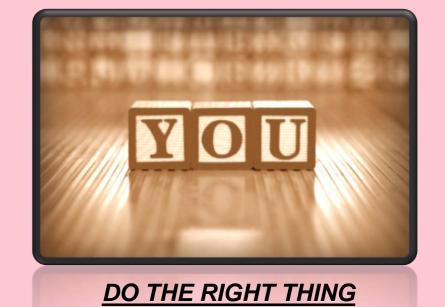
**TRUST** 

**HONEST** 

**OWNERSHIP** 

**DIRECT** 

**KNOWLEDGABLE** 



**INTEGRITY** 

**GOOD COMMUNICATOR** 

YOU CARE

REPUTATION BELIEF IN OTHERS AND YOURSELF

**EMPATHY** 

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#### What does it mean to be a consultant (3 of 3)

The main aspect that makes consultants different to others is that do just that – **they consult**, meaning they provide a client with expert opinion, advice, or direct training in their field of knowledge.

Generally, a consultant is brought in to a company to help the company grow and learn, or when a project requires a more expert opinion.

They are well-experienced in the area they offer their consulting services in and so are generally recruited to deliver plans and solutions quickly, thus saving valuable time for the client.



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In the last 12 months I have used Consultant for;

- Major Customer RFI Bids
- Technical skills to compliment the Team
- HR Changes
- Specific IT Marketing

#### 2 Things stood out;

They could explain what they were doing in a way I understood. This meant they understood the problem.

They kept their word. = Trust

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#### The Role or Your Progression (1 or 2)

#### As you the;

Helper; Just a shot term body to complement work or a team

Advisor; The voice of experience to provide clarity

Trouble Shooter; To fix a problem, responsible for the outcome





#### Where do you want to be

Helper; Just a shot term body to complement work or a team

Advisor; The voice of experience to provide clarity

Trouble Shooter; To fix a problem, responsible for the outcome

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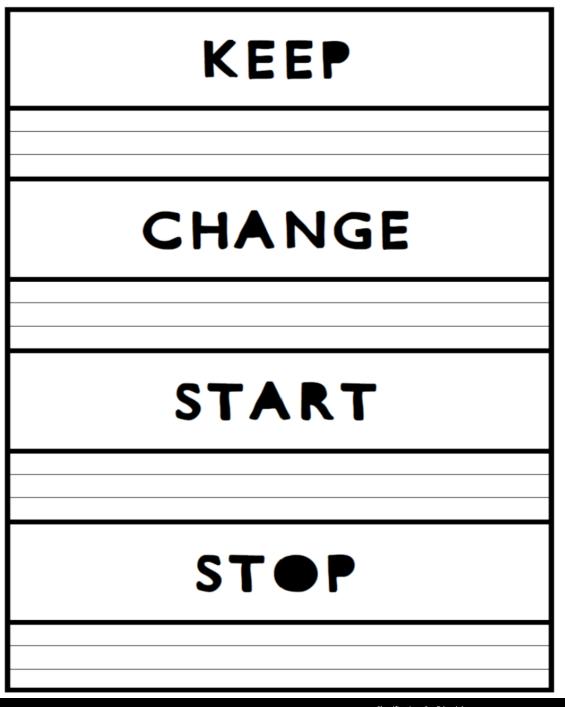
#### The Role or Your Progression (2 or 2)

I suggest that you can STOP for a period of time as you progress

I suggest that you can CHANGE your level

I suggest that you can LEARN new skills in a new area

**BUT YOU CANNOT STAND STILL** 



Fusion Corporate Presentation

#### How are you remunerated (2 or 2)

#### Renumeration is based on many factors

- Market Trend Payments
- Market Trend Skills
- Business Area Government, Private, Financial etc
- Urgency If delay has high financial impact
- Reputation; Previous Clients; Known Contacts
- Availability
- Client T&C's

#### 2 Things

- 1. You are only worth what someone is prepared to pay
- 2. Renumeration maybe non financial, its could be a new business area for you or a 'stretch project'



Remuneration does work differently depending on whether you are employed by a consultancy (salary+expenses+bonus) or a freelance, where you are paid your agreed fees

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# Your Comments and Questions?

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