

Strategic Guidance and Advisory Services

I offer a range of services to guide clients into achieving high value IT. ERP and Business Information System outcomes. These services are:

1. Pulse Measurement

My premium offering, a highly effective experience based diagnostic service that in a short space of time, based on my many years of experience with such investigations, enables me to accurately diagnose the factors that are giving rise to your problems and prescribe the treatment necessary to remediate sub-optimal situations and turn around failed and failing projects.

See the [Pulse Measurement](#) page for more information – answers in as little as one day, generally NOT more than ten days and a no-charge warranty if you are NOT entirely satisfied after the first day of engagement.

2. Strategic Advisory

Tailored advisory, typically following on from an initial Pulse Measurement. This can take the form of sitting with your CEO, CIO, CFO or other C level executives or with the Executive Committee answering questions and giving guidance, periodic progress review sessions either on-site or remote, ad-hoc consultation by email, phone or Skype, etc.

Remember always that one high value decision quickly and efficiently taken can make a huge difference. I can assist you to make those high value decisions quickly and efficiently, sometimes by being in a meeting for as little as an hour. A series of inputs like this, for example at a monthly management meeting, can help you realign and reposition your IT, ERP or other business information system management or project quickly and efficiently.

3. Executive Briefings, Seminars and In-House Courses

I offer a range of Executive Briefings and Seminars some of which are [listed on this website](#).

All of these can be delivered in-house.

These briefings and seminars offer you a concise and affordable way to bring your executives and managers up to speed on the [REAL Issues](#) and refocus.

Some of the course presentations are available on the website should you want to review the material or take a “teach yourself” session.

4. Project Facilitation

I offer a service whereby I will facilitate a project whether a procurement process or a full business information system or ERP implementation

This will also take the form of periodic on-site sessions, off-site sessions and ad-hoc consultation as required in order to help you chart the course of your project and keep it on track.

This is a light touch service and your personnel remain responsible for what they do with the knowledge and experience that I share with them.

5. Strategic Solution Architecture Advisory or Leadership

I can also provide advisory services in terms of high level advisory services with regard to documenting the high level strategic business requirements and resulting high level strategic solution architecture for your project as an input to your procurement project and thereafter, if required, to your main project.

This can include getting involved in the headline conceptualization of custom software or software customization followed by facilitating the detailed specification, development support, testing, configuration, training and deployment .

Going beyond the advisory role I can get on-board your project and lead the strategic solution architecture component of your project fully coupled to involvement with the Precision Configuration.

6. Precision Configuration Advisory or Leadership

Going beyond the previous points I can provide specific advisory services with regard to the application of [Precision Configuration](#) principles on your project.

If required I can get more involved and join your project team to facilitate workshops and lead design taking you right the way through the entire Precision Configuration development.

A specific area where I can assist relative to Precision Configuration is to take your organization through the entire program of work necessary to create a high value strategically aligned Group Consolidation [Chart of Accounts](#) using the [Cubic Business Model](#) approach.

7. Project Leadership

At the extreme level I can take over your project and run it for you, either a new project or a turnaround. I have developed [highly effective techniques for running lean high value projects](#).

This can include formulating and leading the requirements definition stage, the procurement stage, the operational project stage and the final deployment and commissioning through to full blown live operation.

This can include negotiation, management, facilitation and other inputs necessary to give you a tightly run professional project that takes account of ALL the factors discussed on this website and other method and principles that are in my head but NOT on the website coupled to 33 years of experience with business information systems of diverse shapes and forms.

My services in this capacity can include some level of Strategic Solution Architecture and Precision Configuration – a full-house of core strategic services.

This is the best way that I can give you the assurance that you will achieve a high value, low risk, high sustainability project outcome.

8. Mentoring and Coaching

Dropping back to the light touch side of things. In addition to the advisory services I can also assist with mentoring and coaching personnel who require the injection of new knowledge and method in order to perform their tasks to full potential.

This can include but is NOT limited to assisting a very technology oriented IT Manager to reposition as a Business Systems Manager through to assisting a CEO who wants to hold the reins of their integrated business information system effectively, to develop the knowledge and skills necessary to manage business information systems effectively. And anything in-between.

I look forward to discussing how I can be of assistance to you.

Dr James A Robertson PrEng