

# Executive Consulting Projects

## Workflow System Development & Integration

### Legal & Corporate Services

[client name held in Commercial Confidentiality]

Design, develop and deploy bespoke in-house workflow and document management systems and auditing for a mid-tier legal firm in Melbourne, Australia.

## ERP & Finance System Customisation & Integration

### Multi-national Industrial Conglomerate

[client name held in Commercial Confidentiality]

Configure, customise and extend the functionality of ERP, logistics, financial control and management reporting systems. This project was involving collaboration between Executive Consulting, another Melbourne-based firm and the largest global consulting group to deliver for a very large US-based multi-national conglomerate expanding its operations in Australia and the Asia-Pacific.

## Management Reporting & Service Metrics System

### Multi-national Software Vendor

[client name held in Commercial Confidentiality]

Business Analysis, detailed specifications, development and deployment of dynamic management and performance reporting facilities for the Australian division of a multi-national software supplier.

## Logistics Management System

### Medium-Sized Distribution Business

[client name held in Commercial Confidentiality]

Initially this started as a productivity review of a medium-sized warehousing and distribution business and evolved into the change management of sweeping recommendations to enhance and optimize the finance and inventory management systems, along with warehouse automation.

## Billing Systems & ERP Integration – Project 1

### Utilities Sector A

[client name held in Commercial Confidentiality]

Customisation and integration of a new billing system with a suite of platforms including Enterprise Resource Planning (ERP), front-line sales systems and data modelling plug-ins.

## Billing Systems & ERP Integration – Project 2

### Utilities Sector B

[client name held in Commercial Confidentiality]

Customisation and integration of an existing billing system with SAP and a third-party program management module.

## Business Continuity & Disaster Recovery

### Utilities Sector C

[client name held in Commercial Confidentiality]

Oversee the specification, design, construction, testing and first year of operation of a redundant back-up site for a supplier in an essential service sector. The project included the construction of a new remote data centre with fully-automated fail-over systems for all servers, data communications, telephony and implementation of robust data security protocols.

Final sign-off was subject to global standards compliance audits and this complex, multi-million dollar project was **completed on time and under budget**.

## Financial Systems Integration

### Network of Small Advisory Practices

[client name held in Commercial Confidentiality]

Evaluation, selection and roll-out of hardware, software and administrative support services for a network of financial advisory practices.

Consolidation of several software suppliers and impending regulation of the financial services sector gave rise to significant changes for virtually all non-bank financial advisers in Australia.

To overcome those challenges required new systems, new quality standards and tighter management controls. The work performed by Executive Consulting in this assignment allowed our clients to navigate the challenging, volatile environment and then to grow from the new, reliable foundation they had established with our assistance.

## Investment Portfolio Construction System

### Boutique Private Investment Managers

[client name held in Commercial Confidentiality]

Bespoke development of a platform for investment portfolio construction and management, including integration of research analysis data and reporting.

## **In-House (Intranet) Training Platform**

### **Network of small Finance Advisory Practices**

[client name held in Commercial Confidentiality]

Intranet deployment of in-house training, quality and compliance and service workflow systems for a group of financial service affiliates. The solution incorporated account security protocols, document management, multi-media streaming and leveraged open-source technology.

The project adopted Agile development methodology and coordinated with 5 distinct user groups to produce a platform that could service a diverse set of users and management styles.

## **Strategic Review – Business Alliance Evaluation**

### **Corporate and Small-to-Medium Professional Services Practitioner**

[client name held in Commercial Confidentiality]

After struggling for a few years to respond to the diversity and horizontal growth in services demanded by its growing client base, this accounting practice needed assistance to devise a strategic plan that could ensure its stability was not compromised by gaps in its resources and that the threat of competitors did not erode its revenue base.

Executive Consulting helped this client to identify, engage and negotiate favourable agreements with a range of strategic partners to not only secure its position, but to facilitate further, sustainable growth.

## **Business Continuity & Risk Management Review – Systems and Key Personnel**

### **Medium-sized manufacturer and distributor – Construction & materials**

[client name held in Commercial Confidentiality]

Changes in the client's industry and recent movements of senior personnel at competitors prompted the board of this successful Australian building materials manufacturer and distributor to engage in prudent risk management and engaged Executive Consulting to develop a business continuity plan that included risk assessment and remedial/contingency planning for key personnel, business systems, key suppliers and trading partners, market analysis, economic reviews, regulatory outlooks and capacity planning.

We are pleased to know that the implementation of our recommendations for changes and investments helped this client to survive a period of economic instability within its industry that saw many of their competitors decline into insolvency.