



When to Hire a Technology Consultant

Hire a technology consultant to meet your Unique Needs. A technology consultant is a professional who is available to help the management of your organization define and achieve their goals through improved utilization of technology and related processes. This is done by helping to identify problems as well as recommend and implement solutions.

Hire a Technology Consultant to Determine Your Needs

Hire a technology consultant to perform a Needs Assessment to pinpoint the key opportunities in changing specific business processes. A technology consultant can help by reviewing your business processes, identifying specific areas where unified communications might have a major impact, and developing the business justification for moving forward.

Hire a Technology Consultant in Planning How to Meet Your Needs

Strategy Planning

Hire a technology consultant to help you understand the emerging opportunities for unified communications in your enterprise and to create a tailored roadmap to success. A technology consultant can help with a proposal that will include an understanding of your company's business environment and goals, identifying likely areas for transformative change, and creating an action plan. Let the technology consultant create the strategic plan for you, or help in the review of the plans that you or a vendor partner may have created.

System Design

After a strategy has been determined and the areas of opportunity have been identified, the technology consultant will work with you to determine to assure successful completion of specific projects. A technology consultant has expertise in working with other firms and understands the factors that will insure success and meet your goals. A technology consultant has the experience to identify specific application opportunities while developing an action plan for implementation.

Equipment and Vendor Selection

Hire a technology consultant that does not sell equipment and does not have any ties to an equipment supplier, but where the planning reveals that new equipment or vendor partners are needed, a technology consultant can make recommendations and

help you through the process. A technology consultant will make sure that the systems and the partners are most suitable for your needs.

Hire a Technology Consultant to Manage Your Project

Project Implementation

Upon completion of your Needs Assessment, Strategy Planning, System Design, and Equipment and Vendor Selection, look to a technology consultant to provide a full range of services to help assure a successful implementation. A technology consultant may not install systems, but will offer services that range from reviewing plans, to participating in key meetings, to being responsible for vendor or project management. A technology consultant will protect your interests, acting as your representative to insure that each step of the installation process meets your specifications. A technology consultant will be there every step of the way until the installation is complete and the system is completely operational

Change Management

Successful identification and the implementation of unified communications often require changes to current business practices. Training may be necessary as management and staff may be more comfortable with existing procedures. A technology consultant has comprehensive programs to help your management team embrace and take ownership of the new methods, thereby achieving the desired business results.

Working with The Client

The assignment of a dedicated project team for the duration of the project benefits the client. The team members are selected to include the capabilities that the project requires, and the team members will be comprised of individuals with years of experience in working with these issues.

It is the intention of the technology consultant to work closely with members of the client's staff in order to share expertise, transfer knowledge, and to help the client staff be able to accomplish similar assignments on their own in the future. The technology consultant's role can range from being a subject matter expert participating in key meetings, to being an integral part of the core project team, to taking full responsibility for a project direction and completion.

Hire a Technology Consultant with a Depth of Consulting Services

Consulting Services

The consulting services of a technology consultant should have both range and depth: from a simple "broad brush" study to determine if the project has potential benefits for a prospective user, to an in-depth cost justification analysis with detailed implementation and management plans. The depth of consulting services should extend from workshops that structure implementation and management plans to comprehensive

responsibility for the implementation and management of the project during start up or on a permanent basis.

The Consulting Services of a technology consultant should be available on a daily, a specific project, or on a retainer basis. A retainer provides a dedicated amount of consultant time each month and is offered at a considerable discount. A retainer ensures the client consultant time to address a wide variety of management challenges as the project progresses.

The Writer

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Paul brings over twenty five years of diverse managerial experience in program management, new business development, and operations within the telecommunication industry. Some of Paul's professional affiliations include the Midwest Society of Professional Consultants, the Society of Satellite Professionals International, the Executives' Club of Chicago, the Society of Telecommunications Consultants, and the Wireless Communications Association International.

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