

# e-Consulting Global Solutions

We work with small and medium consultancies, consulting associations and business services providers worldwide, under their own brand, to improve and expand their services portfolio with the latest technologies and methodological tools.

We support your practice with state-of-the-art capabilities, faster, with lower cost and less deployment effort for your team

August 2022

For Consultancies and Business  
Services Providers

*#WeHelpYouGoDigital*

# Executive Summary

e-CGS is your “one-stop-shop” for digitizing your practice and services portfolio with effective tools and methods that let you focus on what you do best: keep adding value to your clients. We can support you with:

## Operations & Processes Consulting

- Workflows & BPM capabilities coupled with document management and electronic signatures.
- Process Mining (automated process discovery, reporting and simulation)
- CRM for commercial Operations
- Robotics Process Automation (RPA)
- Best Practice database (APQC)
- Reporting and Analytics
- Digitizing consulting processes to save consultant’s time on projects.

## People and Change

- Automation of HR Operations
- AI-powered change management
- Collaborative environments
- Competing Values Framework / OCAI organizational culture processing – completely automated and sub-culture splitting by departments
- HR Analytics
- e-Learning infrastructure and capability development

## Industry & Function capabilities

- Procurement
- Logistics
- Commercial Ops
- Accounting
- Collections
- FATCA / CRS Reporting for Financial Institutions

## 2nd Floor Consulting

(Enablement Support to your field team)

- BackOffice Operations
- Banking and Finance Ops
- Shared Services Centers
- Risk & Compliance

# Why e-CGS?

**Our Mission:** to “level the playing field” for small and medium consultancies and business services providers so that they continue to serve their clients and markets in a continuously evolving digitized world, with the same capacities as bigger consultancies.

## SOME OF OUR CLIENTS



The international chapter of **ICMCI** - the **INTERNATIONAL COUNCIL OF MANAGEMENT CONSULTING INSTITUTES**

- e-Learning infrastructure
- Developing of e-Courses (ISO20700, Essentials) and other digital assets
- Automation capabilities for their members (starting in 2022)
- e-payment gateway capacity for collection processes



Canadian firm helping organizations improve effectiveness and accountability  
**Trainer of ISO 20700 for CMC-Canada**

- e-Learning infrastructure
- EF courses content post-production.



**Winner 2021 of the Constantinus International Award – the “Oscars” of the Consulting Industry**

- e-Learning infrastructure
- e-payment for the e-Learning infrastructure
- e-Course development *know-how* transfer to trainers
- Course content post-production.



Latin-American SMB Firm highly specialized in Strategy and Operations

- E-Learning capabilities for them and their clients (internal regulatory compliance courses) under EXYGE’s brand.
- Process automation provision for several projects to EXYGE’s clients, under EXYGE’s brand.
- Process mining ‘know-how’ transfer to consultants, support during proposals and provision of technology under EXYGE’s brand
- 4000 generic courses provision for offering to end-clients



Big 4 local country office  
*Specific firm/country not disclosed*

- 2<sup>nd</sup> Floor consulting, supporting the firm’s team with specific expertise in:
- Shared Services Centers
- Organizational Design and Process Automation

NOTE: in 2<sup>nd</sup> floor consulting engagements our resources provide experience and coaching in specific subject matters to the field team, but the contractual responsibility and the brand put forward is our clients’.

# Our Ecosystem

tech and methodological capabilities

TECH-BASED CAPACITIES



**netoloji**  
BPM FOR BUSINESS AND INDUSTRIAL ENVIRONMENTS



**rec•right**  
VIDEO-INTERVIEWS & RECRUITING AUTOMATION



**e-learning**  
Support Services for Consultancies  
Turnkey digital services with World Class Standards



**kissflow**  
Digital workplace  
Reduce Chaos. Celebrate Work.



**TRANSPARENCYLAB**  
we automate consultancy



**apromore**  
Leading-edge, open-source process mining



**CONTROLBOX**  
EMPLOYEE SUPERVISION IN A VIRTUAL ENVIRONMENT



**ARGOSLABS**  
Low-Code Robotic Process Automation



**tableau**  
SOFTWARE



**Bitrix24**  
CRM, PROJECTS & VIRTUALIZED WORK ENVIRONMENT



**BLACKLINE**  
FINANCE & ACCOUNTING AUTOMATION  
AFFILIATE OF



**PRECORO**  
ROBUST PROCURE-TO-PAY SYSTEM FOR YOUR BUSINESS

TOOLS & METHODS CAPACITIES



**FATCA CRS**  
REGULATORY REPORTING FOR ANY COUNTRY AND JURISDICTION



**ISO 31000**  
Risk-Management  
PRACTICAL RISK MANAGEMENT FRAMEWORK



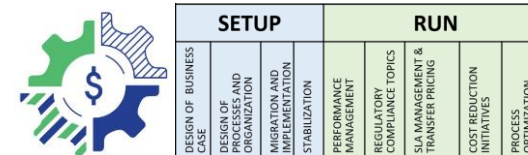
COMPETING VALUES FRAMEWORK: CULTURE AND ORGANIZATIONAL EFFECTIVENESS

ONLINE OCAI TOOL AND PROCESSING METHODOLOGICAL SUPPORT



**APQC**  
AMERICAN PRODUCTIVITY & QUALITY CENTER  
Make Best Practices Your Practices<sup>SM</sup>  
BEST PRACTICES AND BENCHMARKING PER INDUSTRY AND FUNCTIONAL/PROCESS

SHARED SERVICES CENTERS




**Effective Managers**

LICENSABLE METHODOLOGY AND E-TOOLS FOR IMPROVING MANAGERIAL "ACCOUNTABILITY"

Consultant's Training



**ISO** Guidelines for Management Consultancy Services 20700:2017

IN COOPERATION WITH THE CMC-GLOBAL INSTITUTE (CMCI)



CO-DEVELOPED BY: CMC GLOBAL INSTITUTE, e-CGS, EFFECTIVE MANAGERS

PROCUREMENT OF "CONSULTING CATEGORY" FOR PURCHASING OFFICERS AND C-SUITE LEADERS WHO BUY SERVICES FROM CONSULTANTS

# Our Goal:



# e-Consulting Global Solutions

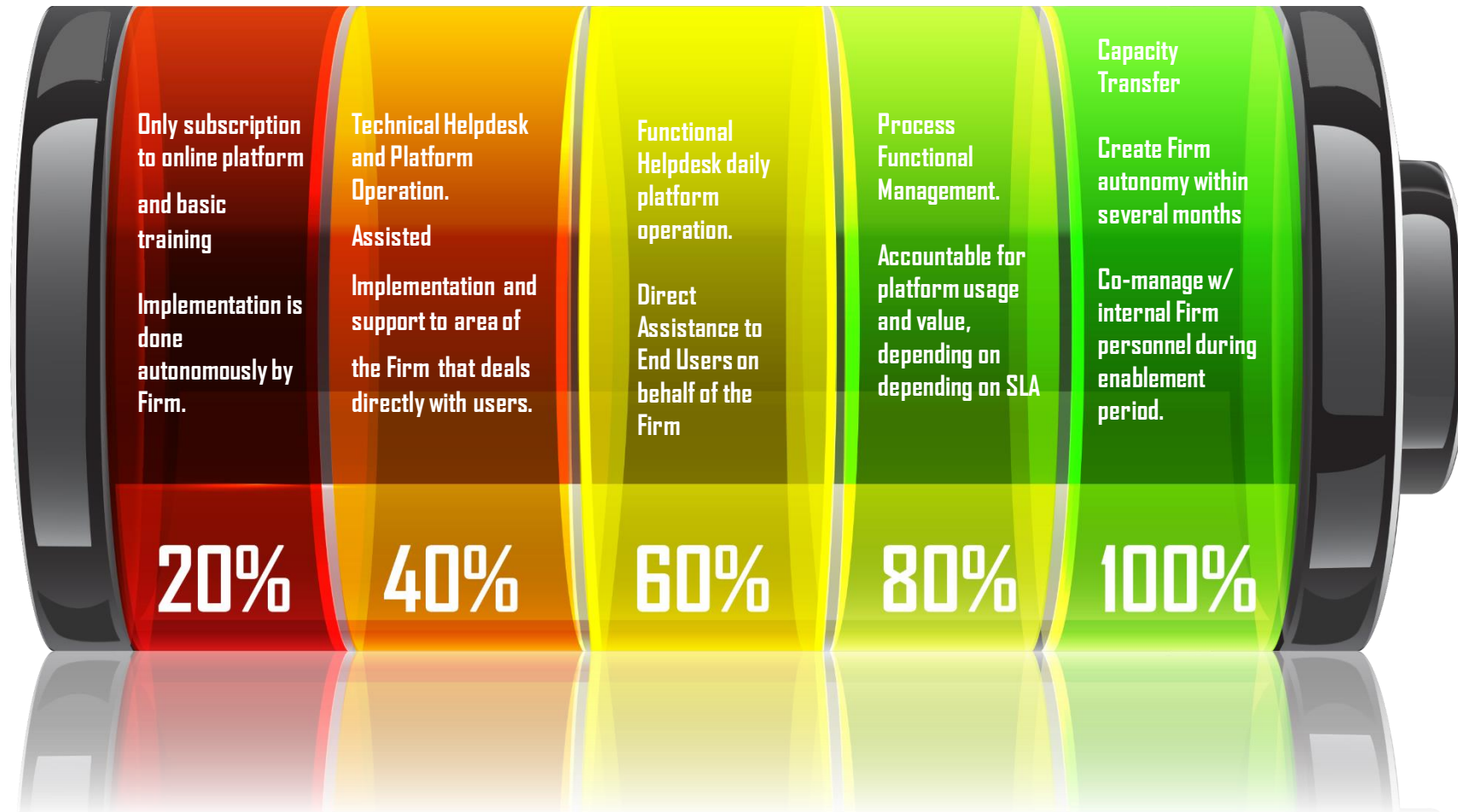
- We want to be your digital delivery partner, **providing you with enablement services** that leverage new technologies or specific subject matter expertise.
- Through **our managed services acting backstage as a provider**, your consulting practice can offer an expanded portfolio of enhanced digital and methodological services to their clients **under your own brand**.
- We never contact the client directly or sell to end-clients. **Our business is Your Consulting Practice**

*#WeHelpYouGoDigital*

# Levels of Service – Managed Platforms

We can function in different levels of involvement, depending on your needs or the availability of your team.

If your team is busy with other priorities or if you need to develop your own team, We will support you until you do, working at your side.



If you have a robust internal team, you will only need training and transfer of *know-how*. We have different levels of assistance and engagement adapted to your specific needs.

# Usual Q&A

**Q:** How much does your service cost?

**A:** Our business model is to form an alliance or joint venture for a long-term relationship. In most cases there is no upfront cost to the consultancy, rather a sharing of new business based on our joint capacities.

**Q:** What is FATCA / CRS (*common reporting standard*)?

**A:** Both are regulatory compliance reports that Financial Institutions struggle to produce every year. If the consultancy and/or Association's members have FS clients, our service allow members to go to them with a easy to buy value added service that "keep the consultancy in the client's ecosystem over the long term", fostering more contact opportunities to sell other services. Our service handles any variation of the compliance reports for any country in the world.

**Q:** What's the usual evolution path?

**A:** We take the time to interview our clients (the consultancies) to understand their market, their strengths and their buyers, and jointly set a plan to start with a service that has high probability of success. Based on that plan we increase the number of services as our client becomes more proficient in new tech or methods.



**Q:** What's the difference between a consultancy and an Association of Consultants?





**A:** The Association's clients are its members, so we work with the Association on capacity building that will lead to capabilities in their members that will allow them to get more business with their niche market.

Simultaneously, we work with the Association itself to leverage their trainers and courses towards e-learning. In some cases, this means to enable e-commerce for members to pay with credit cards.

# Contact Info:

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We work with small and medium consultancies, consulting associations and business services providers, under their own brand, to digitize and expand their services portfolio with the latest technologies and methodological tools.

Send us an email with your feedback, as well as information about your practice or consultancy and particular area of interest and we will setup a call to further explain and identify next steps.

### Check Us Out!

<https://e-consulting.solutions>



**VIRTUAL DELIVERY  
READY WORLDWIDE**

## e-Consulting Global Solutions OÜ

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*We work under the highest standards of the industry*



Guidelines for  
Management Consultancy  
Services  
20700:2017



CMC - GLOBAL



European Committee  
for Standardization  
16114:2011



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