



Cut Out the Middleman. Dealing with ROI Consul Directly

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ROI Consul

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Introduction

Freelance contracting has traditionally operated as a three-way model with a recruitment agency sitting between the user organisation and the contractor. Increasingly though, this model is being questioned by enlightened parties from both ends, with the role of the intermediary margin-hungry agency being called into question.

This document outlines how you can make cost savings, through employing ROI Consul directly and cutting out expensive middlemen from the engagement process of recruiting skilled, proven and trustworthy CRM / ERP Experts and Bespoke or C.O.T.S Software, Database & Reporting solution experts for your short-term or fixed-term project requirements.

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The ROI Consul Proposition

From the employer perspective recruitment is increasingly being undertaken in-house, with HR departments being expanded to cover the functions previously provided by recruitment agencies, often resulting in extravagant net cost savings to the employer.

The corollary of this is that, when a requirement arises for a contract resource or a short-term, fixed-term (Inc. maternity leave) or standard project need, such employers are no longer used to just picking up the phone and calling an agency.....because they no longer use agencies!!

Influenced by the cost savings that they have achieved, by wiping out agencies in the field of general recruitment, companies naturally seek to utilise their internal recruitment infrastructure when it comes to the procurement of such contract staff too.

From our perspective recruitment agency involvement in the process has typically been seen as a necessary evil, reducing the daily rate available to us for very little benefit. In our opinion, contracting directly with clients can be seen as a purer form of delivery and satisfaction of project need. Additionally, since ROI Consul has already built up a portfolio of satisfied clients, this in turn has the knock-on advantage of securing the necessary references for our new accounts.

ROI Consul is an accomplished Project Manager, Business Analyst and CRM / ERP Enhancement & Reporting Solution (SSRS / Crystal) delivery provider.

We are also deeply experienced in Business Process; mapping, engineering and improvement through effective integration of Technology (ERP / CRM), People and Lean Processes. The application of operational and management information analytics and the visualization of KPI's, combined with continual improvement through monitoring and closed loop review is another vertical where we can add value to your company.

Our Implementation Model and Analysis Methodology is proven. Coming from a mid-market manufacturing, distribution, supply chain and financials background, providing Enterprise Quote to Cash solutions, Professional Services and Contract Consultancy, all solutions supplied by ROI Consul typically conform to the TOGAF framework, but we can work to our client's methodology as required.

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Even if you are tied into an existing support contract or vendor approved maintenance agreement, that does not necessarily mean that your organization is also required to engage the often expensive, vendor approved, consultancy firms or VAR's. Simply satisfy your minimum required ongoing vendor maintenance fee, to enable software upgrade, patch and vendor support and then employ our rich experience to deliver the rest of your system and reporting needs, both functional and technical. We guarantee you that we will be far more cost effective.

In such an agreement, ROI Consul Ltd could be considered as an approved vendor of consultancy by your organization, in our terms and conditions. Simply pay the vendors minimum on-going maintenance fee to ensure your software is current and up-to-date and we will take care of the rest!

Our CEO and Senior Consultant Kamran Javid, has 20 years of experience in delivering solutions to Financials, Manufacturing, Distribution and Supply Chain processes in Call Centre, Discrete Manufacturing and Process Environments. He has been growing and managing his own ongoing accounts and implementations as ROI Consul Ltd since the end of 2012. He is an expert at aligning needs and expectations with successful bespoke and C.O.T.S software, database and reporting solutions, by managing stakeholders and on-shore or off-shore teams. His goals is to deliver quality assured, robust and timely, short or fixed-term, project based customer requirements.

Real world business benefits of engaging ROI Consul Ltd include liabilities removed from your accounting general ledger, in ways not limited to: Tax and National Insurance contributions, Pension, Medical & Dental cover and Employee Life Insurance. Fixed price engagements also relieve you of the financial and manpower responsibilities of project milestone delivery.

So in-reality you win twice! Please contact us today, to discuss your needs in more detail.

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About ROI Consul

Mission Statement: To provide our customers with robust IT consultancy that gives a measurable return on their investment in us.

We are a UK based software house, developing OEM ERP Enhancements for the Epicor ERP platform. We also offer SLA support services for everyday Vantage and Epicor ERP usage including maintenance, configuration, upgrade, customisation, service connect, integration, troubleshooting and issue resolution.

We have several small enhancements released which are available for sale on our homepage at www.roiconsul.co.uk. Some of which integrate to the Microsoft Office suite.

Microsoft certified experts with accreditation's in business analysis, project management (inc. Agile), Lean and an in-depth knowledge of Signature.

We can team with you on your ERP, CRM, Web Solutions and other Microsoft Stack based internal or external IT systems and project based IT systems change requirements, and provide impartial advice on the best approach to integrations, c.o.t.s usage, customisation, operational & management reporting solutions.

Significant business process experience in Quote to Cash, CRM, Manufacturing, Distribution & Financials.

With customers world-wide, we can be available to work the timezone that best suits the project or SLA needs. From PST to HKT. With an in-depth understanding of the SDLC (Software Development Lifecycle) and a proven ability to speak to customers in their own language, globally. ROI Consul only work on solutions that we can prove and that are deliverable. All projects are fully managed, documented and tested using our own internal standards, although we will gladly work within your organizations quality and documentation parameters as required.

ROI Consul is a company that prides itself on being able to translate each business process into a technical implementation that is transparent and efficient for it's stakeholders. Our role is to understand how the business user interacts with the system, surrounding technology, the system itself and provide a solution that allows the user to

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do their job in the most efficient, effective and robust manner. This ultimately streamlines the organization, improves employee efficiency and makes life easy for all concerned!

We can integrate your systems into a synergy in which you can reduce cost and time per click, report on daily company activity effectively, as well as provide reporting for historical analysis, KPI Monitoring and improvement strategy.

If your organization uses Epicor EPM, including Performance Canvas, or are planning to do so, we can offer you expert level assistance. This includes EPM Server, Performance Canvas and associated Content packs. All EPM areas are a specialist topic for ROI Consul, having unrivalled and demonstrable project experience of this vertical. We can also offer Epicor SDK Training.

ROI Consul specialize in the following areas:

- Epicor ERP Consultancy
 - SDK and Black-Belt Customisation
 - Epicor Service Level Agreements and Service Contracts
- Business Process Review, 'As-Is' and 'To-Be' Solicitation and Documentation
- Business Analysis
- Software Architecture
- Functional and Technical Design
- Project Management
- Documentation at all levels
- System Integration
- Online and Classroom Training

Visit www.roiconsul.co.uk call 0844 884 5993 or email info@roiconsul.co.uk for info.