

## OUR EXPERIENCE

JEGMC Strategy Consulting was founded by **John Groarke MIMC AIMM**, based on his 25 year career as a management consultant:

### Internal Consulting

Internal IT consultant to a large group of companies in the UK

### External Consulting

IT strategy consultant with major professional services firms in Europe and Asia Pacific

### Operational (Strategy Consulting)

Service delivery director and Business operations manager for major professional services firms in Asia Pacific, with responsibility for service delivery, learning and knowledge, training and business operations management.

### Our 300+ clients are from these sectors and industries:

Community & Sport  
Construction  
Consumer Products  
Engineering  
Healthcare  
Information Technology  
Manufacturing  
Media  
Mining  
Professional Services  
Real Estate & Property  
Transport & Logistics

**Case studies and client testimonials are available on request.**

We look forward to sharing with you, our proven track record of

- *financial success*
- *competitive advantage*
- *employee satisfaction*
- *enhanced customer loyalty*

for our clients.



PO Box 318  
Kurrajong NSW 2758  
Australia

Phone +61 419 253 684  
Fax +61 2 4567 7639  
Email [info@jegmc.com](mailto:info@jegmc.com)

[www.jegmc.com](http://www.jegmc.com)



***We have to identify the issues,***  
*but let's consider the opportunities!*

***We have to determine the costs,***  
*but let's discover the benefits!*

***We must be reactive,***  
*but let's be proactive too!*

JEGMC Strategy Consulting delivers working sustainable solutions using pragmatic 'hands-on' approaches that go beyond issues and costs, to reach the opportunities and benefits that only experience and insight can realise.

Our approaches balance re-activity to solve problems with pro-activity to create and satisfy possibilities.

We promise to professionally and rapidly deliver quality answers which are ready to implement, and we will work with you on that too!

**Operational strategies for professional services organisations and other services-centric enterprises**

**Possible?**

- Enhanced planning and visibility
- Optimised staffing levels
- Improved execution and control

**Problem!**

- Waning profitability
- Inhibiting business processes
- Out of date products and services

**Our approach**

A comprehensive method that:

1. Examines the client services lifecycle to establish the 'pain and gain points'
2. Reviews core business functions for operational improvements
3. Identifies and defines any necessary changes to key processes
4. Implements.

**Result** - a sound operational strategy which enables delivery and fulfilment of business strategy.

**Management strategies for information technology**

**Possible?**

- IT that is really 'fit for the purpose'
- Interlocked business and IT goals
- Getting value from IT investments

**Problem!**

- Solutions impeding transformation
- Technology hindering operations
- IT organisation not best-in-class

**Our approach**

With methods that 'find the money', coach and build ownership for solutions, and ensure that implementation will fit in with existing programs, we will get the business case approved.

Relationships between business and IT will be mutually enriched, with implementation being less fraught.

**Result** - successful strategies that increase customer satisfaction, raise service levels, enhance asset and resource utilisation to realise agreed results.

**Developing a career and building a business in management consultancy**

**Possible?**

- Superlative expertise
- A truly consultative culture
- Clients always returning for more

**Problem!**

- Stale consultants
- Skills deficiencies
- No implementation

**Our approach**

Using a combination of training, coaching, mentoring and diagnostic review, we are able to shape a profitable consulting capability that keeps abreast of the marketplace and stays aligned with client needs.

Consultants will be more effective, clients will be retained, and consulting firms will be more profitable.

**Result** - contented consultants, delighted clients, and happy firm.