

With a specific IT project or business problem in mind, ask yourself:

Do we have someone on our staff available to dedicate the time needed for success completion, without significant delays or neglecting existing responsibilities, and who...

		Yes / No / Maybe
1	... understands the technology, the innovators and where the industry is going?	
2	... has experience with network, AV, video, collaboration, unified communications and enterprise architecture, on premise, hosted, managed and cloud services?	
3	... has the experience in building consensus and alignment with business, financial and technical stakeholders?	
4	... has the experience to lead the solution definition, research, evaluation and proposal acceptance process?	
5	... has the technical consulting engineering and major project management skills to lead the entire design both internally and externally including the ability to define, review and approve BOM's, SOW's and contracts?	
6	... has the field engineering, systems engineering and project leadership experience to manage the pilots and deployments internally and externally including working with facilities and trades contractors, service providers and carriers, manufacturers and systems integrators?	
7	... has the technical acumen to review, evaluate and approve all final as-built documentation?	
8	... has the experience to produce substantial guidelines for milestones and acceptance testing to properly eliminate issues before production?	
9	... understands the challenges and risks in adopting new advanced technology and will mitigate by producing a operational readiness plan to assure knowledge and experience during the critical transition phases.	
10	... has experience with various support models and will guide us in evaluating our operational support model, including user, helpdesk, field, infrastructure support, and establishing and testing a functional escalation plan?	
11	... has experience in producing and overseeing a 90-day operational stability plan?	
12	... has experience in leading the full operational on-boarding process of internal and external monitoring, reporting and maintenance contract management?	
13	... has experience in managing the on-going roadmap of major and minor change control for the ongoing inclusion of new features and functionality after the solution is operational?	
14	... has the business and technical ability to translate and explain to business leaders and user group how to best adoption business processes, work flows and culture to actually transform the business?	
15	... has experience in producing a Business Adoption Plan to address incentives for transformation, leveraging change champions and leaders, adoption training teams, messaging and success stories, and business and financial goal measurement?	

How many No's or Maybe's to the questionnaire?

1-3	You can use some of my skills and I can help - let's talk about the opportunity.
4-8	You have a good fit for what I can deliver - let's meet to further define this!
9-12	You have a great match for my skills and services, let's get going by meeting right away!
13-15	You have an excellent match for my skills and services, let's get this started by meeting ASAP!

Delivering Tangible Value

MKC Consulting Value Proposition

The overall success of the major project where my knowledge, experience and leadership are applied to the vision, strategy and executive will be greatly improved by...

- Reducing the time from conception to tangible and measurable results by removing uncertainties, reducing risks, foreseeing obstacles and guiding adoption.
- Producing an improved financial return by actually reducing the overall cost to execute deployment and increase the return-on-investment in both time and value.

Skill and Experience

Strong consultative experience working with large organizations to evaluate and adopt transformational technologies.

Leadership skills in business development roles working to create strategic plans to design, integrate, deploy, test, train, evaluate, and support managed services for global providers.

Direct management experience running US and international teams with complex internal and external interdependencies. Strong coaching, mentoring and informal influencing experience.

Relationship and communications experience with c-level executives, business unit leadership, facilities, human resources, corporate communications, marketing, engineering, training, knowledge workers, etc.

34 years of solid experience in video communications and collaboration, telepresence, unified communications, networking, data center, security, data communications, and telecommunications.



mkc consulting
BUSINESS COLLABORATION TECHNOLOGY

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