



Why Hire a Consultant?

Many companies have not yet figured out that consultants can actually save them money in the long term. Hiring outside consultants to do short-term projects is common in business and more and more frequently, as in-house resources become scarcer and impartiality is required, organizations are turning to consultants to get the job done.

What Are Consultants?

Consultants are independent contractors generally specializing in a particular area. They are likely good at solving problems, doing research and/or exploring alternatives. Consultants sell their knowledge or services for a fee which are usually set in a negotiated contract. Professional consultants can bring new ideas to projects as well as client organizations can often learn from working with them.

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If you recognize that your organization may or may not have available internal resources for an additional critical project, take the plunge and call a consultant. You may be pleasantly surprised that the benefits outweigh the costs by far. Often, the consultant's costs are recouped in a very short time.

When your organization is faced with a critical project that needs to be done quickly and correctly, a consultant may be your answer. In the long run, a consultant can generally save you time and money by providing the right assistance at the right time to help you overcome a current obstacle or avoid costly mistakes in the future. A good consultant should be able to identify and implement the solution to a problem more quickly and efficiently than you or your staff could due to the consultant's expertise and objective perspective.

Benefits a Consultant Offers

A consultant can bring a high level of technical knowledge and expertise and services to you and your company. The solutions they deliver often more than pay for themselves in reduced costs, increased productivity, and other tangible benefits, and there are other benefits to hiring a consultant, such as reduced/eliminated payroll taxes, no pension or profit-sharing expenses, and the flexibility to use their skills on an as-needed basis. In addition, consultants can often see the "big picture" objectively, identifying opportunities for improving your business that you may not have considered. If you don't know for a fact that you're maximizing the potential of your business, then you likely need a consultant. A consultant can bring great value to your organization by:

- Bringing temporary or on-going expertise that supplements, not supplants your staff, which gains efficiency. It is after all a matter of capacity and efficiency. Often, a consultant can supply important key skills when your staff are preoccupied with regular duties or absent for health reasons.
 - ask a staff person to do something they don't have time to do,
 - hire a mediocre full-time person at a salary below the level of an experienced expert, or
 - hire an experienced consultant
- Achieving the efficiency of having an expert for a short period of time. Most organizations have needs that require specialized skills, but which are not sufficient in scope to justify a full-time employee. Consultants bring you a wealth of skills and experience at an affordable price when compared to the expense of hiring staff with similar skills.
- Providing expertise or resources that you may not have to deliver quality that you might otherwise not be able to afford to hire. Obtain manpower that cannot be spared from day-to-day operations. Hiring additional temporary expertise is less expensive than adding permanent staff.

- Helping with a special need; to do any specialized work and to get the job done efficiently, a consultant guided by expertise and experience is more likely to get the job done right the first time and generally in a shorter amount of time. Retaining temporary professional help makes good sense. A consultant can handle your assignment and quickly complete it on a short-term basis. Utilizing a consultant is an efficient and important management tool in this period of intense competition and business growth.
- Getting the benefit of an objective viewpoint. An objective viewpoint given by an expert from outside the company can help resolve the internal and external politics that frequently cloud campus issues. See the situation through fresh eyes without the filters and preconceived notions that internal people may have, thus ensuring objectivity. A fresh view may make it possible to find solutions to technical or operational problems that have resisted the best efforts of internal company staff.
- Bringing in the "outside expert". Sometimes leadership perceives that it's only the opinion of "the expert" that counts, thus ensuring credibility. It is possible to be too close to a problem to solve it. A consultant brings much-needed objectivity to the situation.
- Enabling internal staff to fully participate in a process such as strategic planning or in the regulatory approval process, but without one of them having to wear a facilitator's or coordinator's hat in addition to their current responsibilities.
- Offering learning. Something that a staff person may not be able to do as freely because of lack of knowledge, poor speaking skills, perceived power issues, hierarchical constraints, etc. Acquainting and/or educating internal staff to the consultant's knowledge and expertise would be beneficial to your business.
- Asking the right questions, at the right time.

What RPQ Consulting Can Do For You

As an independent consultant, RPQ Consulting stands at the outside looking in, free from the politics and personal biases often found internal to most organizations. RPQ Consulting can provide an objective outsider's opinion and perspective, which may be very worthwhile to your company.

In contrast to some of the larger consulting firms who have their senior people write contracts and the junior people do the work, RPQ Consulting offers first class experience in EMC and Safety product design and design analysis, and regulatory approval project management that will benefit your organization and make it more successful.

Frankly, everyone who works in consulting doesn't work the same way. I like to think RPQ Consulting is a little different by:

- Talking with you and then do a lot of listening
- Generating written proposals so everyone knows our analysis of the situation and how we understand the work that needs to be done
- Telling you in advance how we'll approach the work and the schedule
- Working with you to define the anticipated work product and what results to expect
- Telling you what it will cost or the range of possible cost before work starts

My goal is to do great things for you and your company in a timely manner, for a fair price and with no surprises. That's the best reason to call RPQ Consulting to discuss ways we can help your business.

RPQ Consulting follows a strict code of ethics, and has experience with demonstrated integrity, thus RPQ Consulting will ensure that your organization's trade secrets are protected, which in turn will make our working relationship successful allowing your business to succeed. RPQ Consulting's only desire is to make your regulatory approval projects successful, which make your products legally acceptable, thus making your business more successful, especially in those target markets.

Do you have any other concerns about consultants?

I am looking forward to meeting you!

Ron Pickard