OBJECTIVE

How to get started with your consultancy journey

A STEP-BY-STEP GUIDE

Need expert consultancy?
Find out where to begin and how to achieve success.

OBJECTIVEIT.COM

3 steps for getting your project started

Consultancy can be a complex process, but breaking it down into steps can make it more manageable.

1. YOU TELL US **WHAT**

At Objective, we kick off the journey by sitting down (either in-person or online) with you. This initial meeting is all about hearing your businesses/organisations thoughts, dreams, and any challenges you're facing.

Whether you have a clear goal in mind or just a general idea, we're here to listen and understand. Your insights are the foundation upon which we'll build a customised consultancy solution.

2. WE'LL ASK **WHY**

It is so important to understand why your company/organisation is interested in any consultancy services. So, when writing a cost estimate or proposal for your project, it goes beyond just numbers and figures. This is our opportunity to delve into the intricacies of your business, understand your reasons, and ask the vital 'whys' to ensure that the proposed solution aligns seamlessly with your objectives.

This collaborative process ensures that your experience is, not only efficient, but also bespoke to your needs and goals.

3. WE AGREE THE **HOW**

With the cost estimate or proposal in hand, we'll have a meeting to chart out the roadmap ahead. This meeting is all about clarity. We'll discuss the proposed cost estimate, break down the plan and resource requirements from both you and us, and work together to establish a budget and timeframe.

Our aim is to ensure that you have a clear understanding of the journey ahead, and we are aligned on the steps we'll take.

Only when you feel comfortable and are ready we can proceed to work together on your consultancy project.

A success story

Success stories of delighted customers who experienced firsthand the exceptional results that define our approach to consultancy.

Improving Processes and Upskilling Staff

Objective provided Corndel with tailored SQL and data consultancy services focused on optimising Microsoft Azure Data Factory, enhancing data integration processes, improving SQL queries, and ensuring database security and robustness.

ABOUT CORNDEL

Corndel is a London-based training provider specialising in accredited management and digital skills. Working with over 30% of the FTSE100, as well as major public and third sector organisations their 300+ staff deliver personalised, blended programmes tailored to an organisation's needs.

THE CHALLENGE

Corndel was seeking a flexible Tech Partner to provide SQL and Microsoft Azure Data consultancy. They needed someone to work in a switch on/switch off manner, providing technical expertise to improve processes but also empowering staff to continue on in-house.

THE BENEFITS

- **Streamlined processes:** providing guidance on the use of Microsoft Azure Data Factory, a fully managed serverless data integration service to improve and streamline processes.
- **Speed improvements:** Improved the speed of SQL queries contributing to the health of their systems.
- **Enhancing visibility and insight:** Data administration reports and health checks offer recommendations for ensuring ongoing data security and robustness.

Corndel.

FAQS

Explore our Frequently Asked Questions. If you don't find the answer you're looking for, feel free to reach out or visit our website for more information.

Frequently Asked Questions

WHAT CONSULTANCY DO YOU PROVIDE?

At Objective, our consultancy services are customer-centric and tailored to your needs. We specialise in enhancing data strategy, driving digital transformation, and offering data science expertise to grow revenue and improve performance. Whether you require guidance in improving data foundations, fostering a data culture, or advice from tech experts, we're here to help. Our approach is flexible, ensuring we meet your specific requirements.

If your company or organisation is facing a specific challenge or pursuing a new goal, please get in touch. We relish challenges and are here to support you.

WHAT INVESTMENT IS REQUIRED?

The cost and time investment for a project depend on the complexity and scope. Small consultancy projects may require a few days to a week, while larger more involved consultancy projects can extend to several months.

A thorough Understanding and Design phase, clear requirements, and effective communication between us is crucial to managing both time and costs efficiently.

HOW TO GET STARTED?

We're flexible - we adapt to your needs and the way that you work.

If you have specific objectives in mind, let us know, and we'll collaborate on a plan to achieve them. If you're aware of a problem but unsure how to address it, inform us, and we'll work on finding a solution.

Reaching out in the first step. We're friendly and eager to learn about your organisation.

Email us:
interested@objectiveit.com

Call us:
+(44) 01245 955633

3 reasons to partner with Objective

Friendly...
Flexible...
Forward-Thinking...

3 reasons to partner with Objective

1. WE'RE FRIENDLY

Developing long-term relationships with our clients is important to us. Whether you stop by for a coffee and a cookie or pick up the phone for a support call, you will always be greeted with a hello and a smile.

2. FLEXIBLE TO YOUR NEEDS

You aren't the same as our other customers. Every customer we have is unique, and we value the way that you want to work. Let us know your timescale, pace, or budget, and we can work with you to provide the best solution within your constraints. This extends to aftercare as well, we're here as a partner, supporting your business and your goals.

3. FORWARD THINKING

At Objective, we're forward thinking, aiming to provide the best and most innovative solutions. It's all about understanding your business goals, challenges, and the solution you require. This isn't because we're nosey; it's because it helps us to help you. Together, we'll find the best solution, not just for now but for your business as it grows or changes over time.

What our clients say...

Don't just take our word for it, here is what our clients say about us:

"Objective worked flexibly with us to complete a variety of tasks in Azure, predominantly Data Factory, and with Microsoft SQL Server Management Studio. The skilled and friendly consultants worked closely with us to understand our requirements and business needs. The solutions delivered enabled us to improve our ETL process and upskill staff, so they were confident in maintaining it."
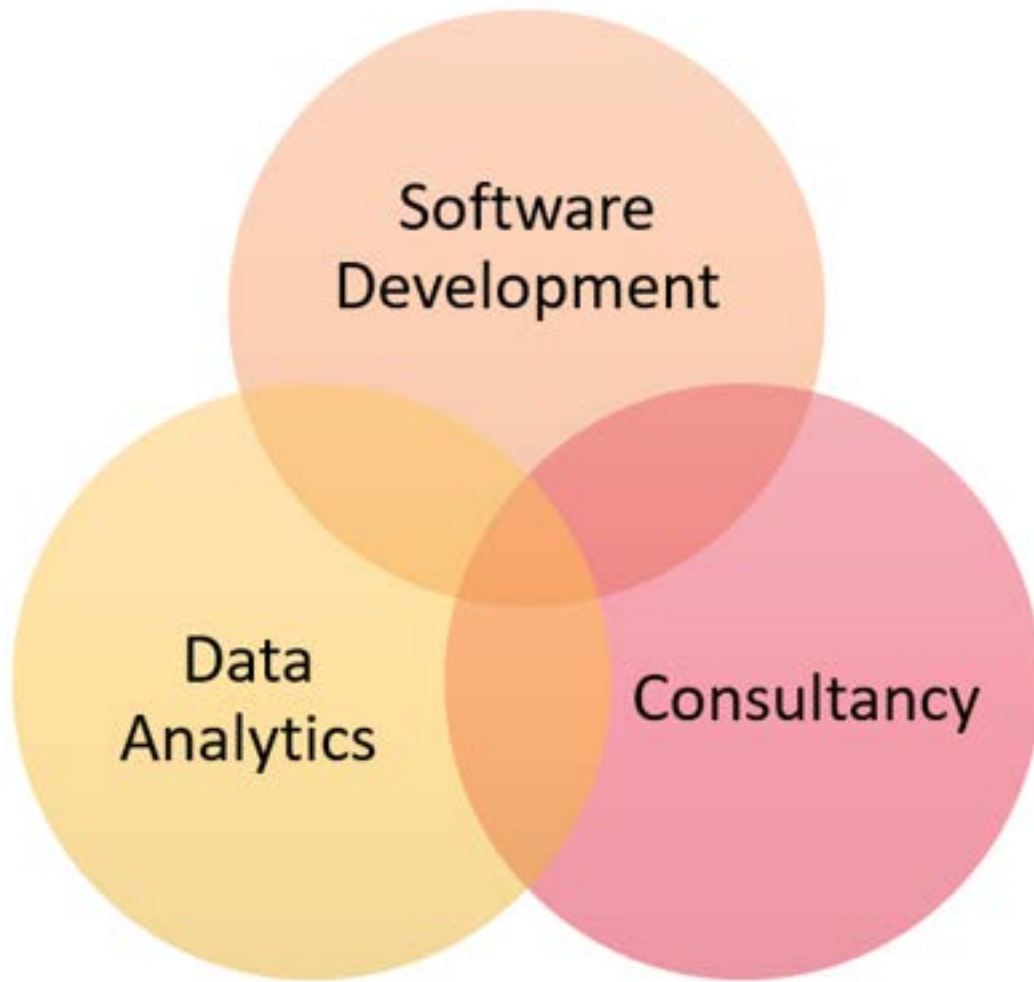
KATE RUDD, HEAD OF DATA & REPORTING, CORNDEL

"We found the Objective team very flexible and accommodating. When previously agreed dates for database and reporting consultancy needed changing at short notice, and extra days on site were required, Objective proved very helpful. This is not the case with all tech companies."

YOGESH GOPAL, MANAGING DIRECTOR, EVERGLADE WINDOWS LIMITED

OUR CLIENTS

What we do...

Software
Development

Data
Analytics

Consultancy

Microsoft
Partner | Gold Application Integration
Gold Data Analytics
Gold Application Development

Ready to start your journey?

+(44) 01245 955633

interested@objectiveit.com

If you're ready to start your journey get in touch with Objective. We're here to partner with your business for the long term.

Microsoft
Partner

Microsoft

Gold Application Integration
Gold Application Development
Gold Data Analytics