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# g2 Collab

*Experience our network.*



You have a project to deliver, but how are you going to do it? If you are lucky, you can use permanent staff members using your own tried and tested methods, systems and processes. However, should you need to do something that is new or requires external help, you will have to **engage with a consultancy or hire in talent**.

In the right circumstances there are clear benefits to working with a consultancy, such as sharing risk with them or relying on their methodology. The challenge is to ensure you get true value from what at times can be considerable expenditure, and some of our clients come to us unhappy with the results. The common themes were not achieving what they set out to do, the project taking longer than planned or finding it hard to realise any tangible benefits from the work, but worst of all, when the consultancy left they did not transfer enough knowledge to make a lasting difference. This was what prompted us into making **g2 Collab**, which provides a real alternative to consultancy and gives you greater control over a project at a much lower cost.

By using **g2 Collab**, we have been able to work closely with our clients ahead of any projects to see whether they would be best suited to go to a consultancy, or hire people directly. Whether it means hiring a new permanent expert on Microsoft 365 and supporting them with a team of contractors, or upskilling an existing Head of Quality Engineering by bringing in a team of audit and standards experts for a QMS overhaul, **g2 Collab** is an **easy way to consider the best way forwards**.

Consultancies often use inexperienced graduates to deliver work, with an experienced partner as the client facing lead. This allows them to do most of the activity off site, resulting in them having more control over what is delivered and when. By managing the workers directly, you can react to changes quickly and ensure that you capture anything useful or important as you go along, rather than waiting for a monthly report. When you recruit freelancers you are only paying for the hours or days worked, but with a consultancy there is the constant need to support a bench of employees, and this is reflected in what you pay. The difference at times can be quite considerable, as detailed in the following **case study on a project with TATA Steel**.

# Case Study:



## The Challenge

Conduct a 24 month discovery project, inspecting all site assets in order to plan what maintenance is; Must Do, Should Do, Could Do. Once this is completed, devise a plan and deliver a schedule of works, updating and improving the asset management system throughout.

## Consultancy Option

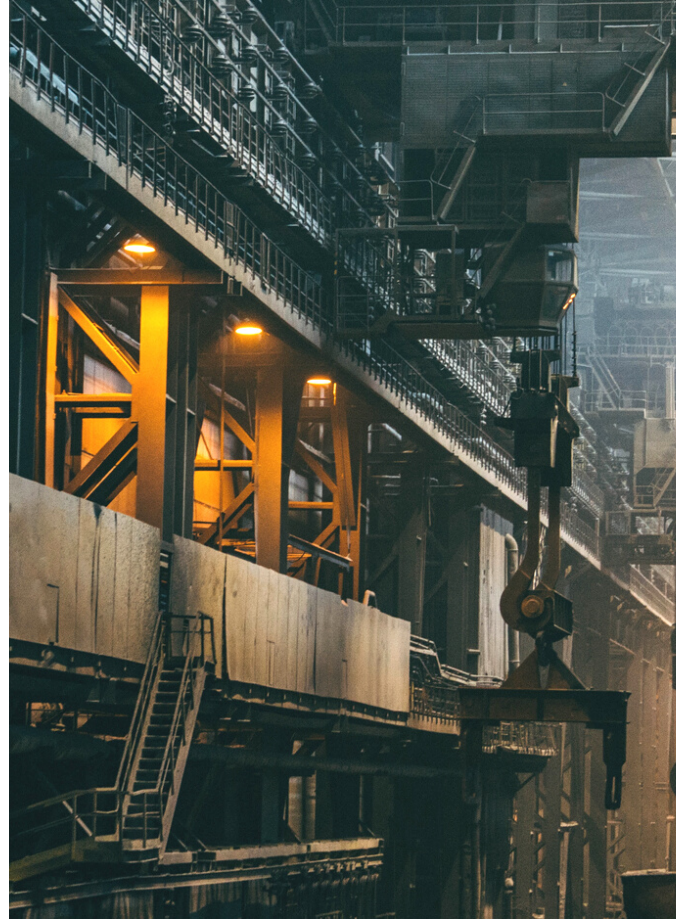
Wood Group provide a report on all assets on site with a variety of potential maintenance plans in order of importance. They would do this by deploying a team of their own generic inspection consultants over 24 months, using their own bespoke asset management system.

**Team: 6-8 Consultants Cost: £2.5m**

## g2 Collab Option

Directly hire and manage a team of Inspection Engineers (under a staff PM) with relevant steel works experience and PSSR accreditation. They would adhere to the same timescale and provide a report, as well as upgrading and auditing the existing asset management system in the process, leaving behind a clear plan and improved processes.

**Team: 4 Consultants Cost: £650k**



## g2 Solution

TATA decided to go for the recruitment option through **g2**.

Due to the considerable difference in cost, TATA could not see enough extra value in the Wood Group proposal. The ability to directly manage the consultants throughout and keep them accountable to their deliverables on a daily basis was also a major factor.

There are only a few inspectors with the correct experience of working on steel plants so the likelihood of them working at Wood Group was very slim. Wood Group would have had to hire contractors to deliver the work, possibly even from **g2**.

The end result allowed TATA to select a team of consultants that complemented each others skills, some of whom had previously worked together on long term contracts. The project was delivered in 14 months, with the flexibility of directly managing the consultants allowing surplus resource to be taken off the project ahead of schedule. This further reduced the administrative work and overall cost.



# Why use **g2 Collab**?

- Rare skills needed, but not the method or application
- Close control required
- Cheaper
- Knowledge Transfer
- Control the IP
- Access EU wide Talent Pools
- SOW available

## Consultancy

- Costly bench
- Controls project
- Work to deliverables
- Hire niche skills from recruiters
- Inexperienced graduates

## Recruitment

- No bench
- You control the project
- Work dictated by you
- Huge network of niche skills
- Provide sector experts

