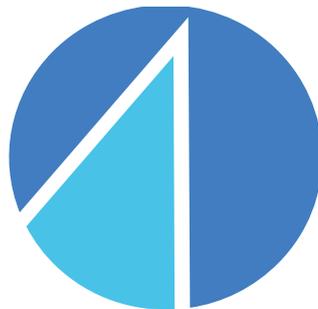
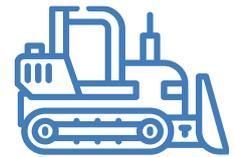
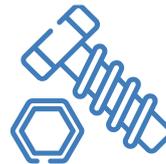
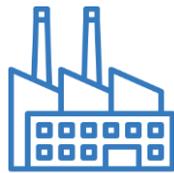
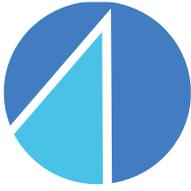




***Generalists vs Specialist
Consultants***



CALIBA[®]



CALIBA[®]

Generalist vs Specialist Consultants

When organisations have cost reduction or profit improvement projects to be completed but do not have the internal expertise, consultants are usually engaged to deliver these projects.

Organisations have typically engaged the 'Big 4' accounting firms, or large generalist consulting companies to provide these services. These firms have been the default provider due to their well known brands and their ability to scale up to deliver large projects.

The downside of engaging these firms is their lack of expertise in specific areas, such as cost reduction in the heavy industry sector.

These firms typically provide services across many advisory areas and industry sectors, and deliver the advisory work with young teams, in many cases learning on the job.

The fees charged by these firms are typically significantly higher than smaller firms due to their brand and perceived low engagement risk.

There is a trend to move away from the large advisory firms and engage specialists in selected fields and sectors. Organisations are now realising they can receive more expertise and better outcomes for a lower cost.



“Organisations are now realising they can receive more expertise and better outcomes for a lower cost.”



Benefits of using Specialists vs Generalists

In our experience we see the following benefits of using Specialist Consultants over Generalists.



More Experience

Specialists in their field bring immediate cost reductions and other value to organisations



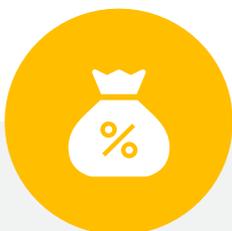
Better Outcomes

Experience leads to the delivery of better outcomes in shorter timelines



Lower Cost

The outcomes are delivered at a lower cost due to lower overheads



Better ROI

Better cost reduction outcomes at a lower cost delivers improved project ROI



Engaged Stakeholders

Stakeholders are more engaged with consultants speaking the same language



Implementation

Projects are implemented through to completion to deliver the expected outcomes

“Caliba identified and implemented lower complexity cost reduction projects at 40% of the fees proposed by the large advisory firm.”



Case Study

A mining operation in the Hunter Valley had a requirement to quickly reduce operating costs and engaged one of the large generalist advisory firms to complete a cost reduction opportunity assessment.

The assessment was completed however the operation felt the proposed cost reduction projects were not practical, and the estimated cost reductions were inflated.

Caliba was engaged by the operation to validate the cost reduction potential based on experience, and as a result Caliba proposed lower complexity projects that were validated by key stakeholders.

Caliba was then engaged to implement the projects, which delivered 80% of the cost reduction proposed by the large firm, at 40% of the fee.

*Identified
practical cost
reduction
projects*

*Projects
implemented
quickly*

*Significantly
improved
ROI*



Contact us

Please contact our team today to organise a consultation with one of our cost reduction experts. Our experienced team will work with you to quickly identify practical cost reduction opportunities.



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