

## Why choose Elkera

### Who we help

Elkera helps medium sized organisations who wish to reduce operating costs, adapt to changing market conditions, improve product and service delivery to customers, and promote improved employee experience and wellbeing.

### What we can do for you

Elkera helps you identify better ways of working through optimised business structure, improved business processes and better systems.

### How we work

- Use an incremental, mini project approach that limit risks and leave you in control.
- Take a top-down, systemic approach, digging to the bottom to identify root causes.
- Provide clear and practical recommendations supported by a business case.
- Create just enough documentation to get the job done at the lowest cost.
- Offer fixed prices.

### Expected results – Improved profitability and sustainability

- Business operations aligned to evolving market conditions and technologies.
- Reduced operating costs.
- Improved customer service.
- Better employee experiences and wellbeing.

### Our principal consultant – Peter Meyer

- Master level degrees in law and management. Holds a current PMP certification.
- Highly experienced and trusted consultant to business and government with a history of innovation and change leadership.
- Over 20 years' business experience – built two successful software related businesses.
- Highly analytical and quickly understands businesses and their problems.
- Excellent business process modelling expertise.
- Expert at eliciting and defining effective software requirements.
- Extensive product development and software project management experience.
- Excellent communication and documentation skills.
- Independent professional with no affiliation to any vendors.

### More information

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## Evaluating Elkera for your business consulting project

### You need

Choosing a consultant is risky. It is difficult to assess the skills and experience of experts in disciplines outside our own. You want to know that we will quickly understand your business and provide professional, cost effective recommendations aligned to your needs.

### We need

We need to understand your problems and expectations before we can offer to take on the work and provide a business proposal.

### The solution

Elkera provides a free scoping project to meet both needs. Before committing, you can see how we work. We gather the information needed to provide a business proposal.

### Free scoping project steps

1. We hold an initial meeting to review your needs plus our capabilities and experience. At the end of that meeting, we each decide if we wish to proceed to the free scoping project.
2. The aims of the scoping project are to:
  - a. Define your problems and objectives.
  - b. Provide just enough information for Elkera to develop a business proposal describing how we will meet your objectives and how the costs will be determined.
3. Elkera's consultant will work with your key personnel to gather the scoping information. Typically, that requires around half a day.
4. Once we understand your needs, Elkera will develop and submit a business proposal. The business proposal will set out:
  - a. The problem(s) to be addressed and your objectives.
  - b. The work we propose, how and over what time period that work will be done.
  - c. The expected deliverables for the project.
  - d. Our fees for the proposed work.
5. You decide whether to engage Elkera for the project.

### Benefits

You can proceed with high confidence that we will have a successful collaboration.

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