

## **The Methods Consulting Report finds strong drive in public sector towards best practice methodologies**

- *Public sector regards depth of experience supported by public domain best practice as more important than the use of proprietary methodologies in design and delivery of large transformational projects*
- *Move towards public domain methodologies and best practice opens up niche for experience-based consultancies*
- *Hands-on senior consultants are important to the successful delivery of large transformational projects*

**June 2007, London** – The *Methods Consulting Report 2007*, a survey into purchasing behaviour of senior managers buying consultancy services within public sector organisations released today, offers an insight into the way public sector organisations are approaching the selection of consultancies to help tackle major transformational projects. The report shows that depth of experience and the use of public domain best practice is overwhelmingly regarded as more important than the use of proprietary methodologies at all 4 key stages of the design and implementation of consultancy projects. As many as **98 per cent** of public sector senior managers believe that when it comes to getting the strategy and requirements right first time, depth of experience supported by public domain best practice is more important than the use of proprietary methodologies.

Overall, the preference for using public domain methodologies and standards over proprietary methodologies did not fall below 88 per cent of respondents. 85 per cent of respondents thought that the move towards public domain best practice has opened up a niche for new types of experience-based consultancies who are able to combine consultants' personal experience with strong public domain best practice. This will benefit public sector organisations, who will have a better choice of consultancies that are able to offer them the depth of consultancy experience they require.

This move towards public domain best practice/ 'open source' models is creating a major transformation in the way in which consultancies have to structure themselves to provide value to the client. Commonly shared, publicly owned 'open source' approaches, technologies and tools are free of charge, independently sustainable and scalable. This means that public domain best practice lends itself not to the traditional consultancy's 'flat pyramid' model heavy with relatively inexperienced junior personnel, but to a 'hexagonal' staffing model that places emphasis on the experience and knowledge of mid-level and senior consultants. For clients, these consultants' value lies increasingly in their application of

experienced 'know-how' to ensure the effective use of these commonly used technologies and methodologies.

Of the 102 respondents interviewed for the Methods Consulting Report, 98 per cent believe that having senior consultants doing the work, not juniors, is important to the successful completion of large projects. Almost two thirds (61 per cent) voiced irritation about the fact that frequently the 'big hitters' are only seen at the pitch and do not actually carry out any of the work.

Mark Thompson, Director of Methods Consulting says: "This drive towards public domain best practice is creating a revolution within the industry that can only be a good thing for both the public and private sectors. It affords the public sector more flexibility and value for money. With 77 per cent of those questioned being of the opinion that mixed or collaborative teaming would be the main development area in this field over the next three years, it suggests that as people become more aware of the benefits of this type of approach they will be more willing to test other types of suppliers."

The survey, conducted by Coleman Parkes Research, consisted of 102 carefully structured telephone interviews, which targeted public authorities and organisations in the UK. Interviews were carried out with senior managers who were significantly involved in the delivery, execution or procurement of large-scale transformational consulting projects from time-to-time.

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## **Notes to Editors**

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### **About Methods Consulting**

Methods Consulting is a UK top 20, Business and IS consultancy that provides a full range of high quality, value for money consultancy and managed services, primarily to the public sector. We provide specialist support in the following areas: project and programme management; business and IS strategy; enterprise transformation; interim management; IT consulting; service delivery and procurement and client side consulting. Our clients come from central and local government, the defence and healthcare sectors, a range of public service agencies, financial services and utilities. For further information please visit [www.methods.co.uk](http://www.methods.co.uk)