

WHITE PAPER

Speed to Results and Organizational Flexibility Are Key to Surviving Recession

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Needless to say, the current business environment poses many challenges. As I speak with our clients, two key topics keep coming up as they describe how they plan to best tackle the challenges and survive the uncertainty: **speed to results and flexibility**. And they have to accomplish more while having fewer resources – both in terms of headcount as well as budgets for traditional consulting/project support.

Where does this leave them? My recent conversation with a client, Senior Vice President of Supply Chain at a large consumer products company sums it up – “We are refocusing on the basics”. According to him, the company needs to focus on projects that will give them immediate/short term benefits as quickly as possible – namely, hard dollar savings and improved cash flow, while managing headcount and budget. For him, the OnDemand model of leveraging highly experienced project resources at a fraction of a traditional consulting cost makes perfect sense. “I don’t have the budget to hire full time staff. Nor should I since I am not sure how our business will evolve in 2009. I need help, but why would I pay traditional consulting firms the high fees they will charge me when I can get better, more targeted support from your company for the same and often better results? And your resources will get it done faster since they come with experience that directly applies to what I need to get done...” I could not say it better...

I started OnDemand during the last recession cycle after leaving my last corporate role as the head of Global Procurement at a large telecommunications company. I have seen firsthand what it means to hire and build a great team of professionals only to see them unexpectedly move on as the sudden business downturn did not support them. One of the key benefits of OnDemand’s business model is to help companies stay flexible and supplement their in-house resources with outside expertise where/when they need it. You will never be asked for any time commitment from us for any project – we understand that business is unpredictable and you need the flexibility to adjust if needed. You ask – why would anyone work on a project without the certainty of some specific time commitment? My answer is – because the people we bring are experienced professionals who understand that the best way to keep providing services to clients is through high quality work and very tangible results delivered.

OnDemand, with its global network of over 3,000 accomplished professionals and exceptional track record of delivering results for over 50 companies is well positioned to help you deliver faster results while allowing you to maintain organizational flexibility. We will ensure that you have the right professional working for you while allowing you to stretch your consulting budget. Ultimately, you will get the results that you need.