Do I Really Need a Consultant?

Time/Date: 10:30 – 12:10, 5/25/2016

Description: For many governments consultants provide critical guidance and subject matter expertise to augment the skills and capabilities of staff. However, this comes with a price. As governments stretch their limited resources farther and farther, it is important to know when governments can get “the most bang” for their consulting dollars. This session will feature a panel of consultants representing common services, such as financial and investment advisory, RFP development, debt management, and business process improvement planning, speaking honestly about when you need and don't need a consultant.

Speakers: Nancy L. Zielke, Senior Director, Alvarez & Marsal Public Sector Services, LLC., Kansas City, MO (moderator)
Terri Heaton, Senior Vice President, Springsted Incorporated
Daniel A. Hedden, CPA, Partner, Umbaugh & Associates Certified Public Accountants, Indianapolis, IN
Scott McIntyre, CFA, Senior Portfolio Manager, First Southwest Asset Management, Austin, TX

Session Outline:

1) Introductions/Overview (Zielke)
2) Market Perspectives (Heaton)
   • Demand
   • Supply
   • Conclusions
3) When is a Consultant Needed? (Hedden)
   • Enhance Credibility
   • Add Experience
   • Add Objectivity
   • Provide/Support Leadership
   • Time Factors
   • Simplify the Complex
4) What Makes a Successful Engagement? (McIntyre)
   • Examples of Projects
   • Elements of a Successful Engagements
   • Elements of Failed Engagements