



THE SINGAPORE CHAMBER OF COMMERCE (HONG KONG)

Incorporated with limited liability

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InterCham Lunch Session

Presented by AustCham

GENERATING GREATER VALUE FROM CONSULTANTS

Date: Tuesday 14 September 2010

Time: Registration 12.30pm Presentation 12.45pm [sharp] - 2.00pm

Venue: AustCham Seminar Room, 3/F Lucky Building, 39 Wellington Street, Central

Today's consulting industry has evolved from a profession where work was undertaken on the basis of trust and a handshake to a massive, revenue-driven industry, with sophisticated sales, contracting and client management processes. We hire consultants to help improve processes, sales, provide training, review IT systems, create ad campaigns and the list goes on.

But how well do we manage these consultants and our relationships with them? Too often organisations let consultants dictate where, when, and how they will deliver value.

In this seminar, Jenny Sutton and Gordon Perchthold will look at how organizations can make appropriate choices about the consultants they hire and how to manage them more effectively over the course of the project.

Our speakers projects have evaluated consulting firms like Accenture, Bain, Deloitte, IBM, and Infosys; and have consulted to many leading companies including AFLAC, AMP, BP, DeBeers, Deutsche Bank, Prudential, Samsung, and Telesat Canada.

Jenny Sutton progressed from consultant to Partner with Deloitte Consulting, starting in Cape Town, and moving to New York, Hong Kong and finally Japan (later renamed ABeam Consulting) Jenny has an MBA from the University of Cape Town, as well as a Bachelor of Commerce (Hons.) in Business Administration and Information Systems from The University of South Africa.

Gordon Perchthold was previously a Partner with Deloitte Consulting, starting in Toronto, and moving within the firm to New York, Hong Kong, Seoul, and eventually Japan (renamed ABeam Consulting), including a year's 'sabbatical' as a Senior Manager with Accenture along the way. Gordon has an MBA from the Ivey Business School of the University of Western Ontario, as well as a Bachelor of Commerce and a Specialist in Computer Science from the University of Toronto.

REGISTRATION FORM (please return this form to the Chamber office by fax at 2838 3390 or email to scc@scchk.com.hk latest by **10 Sep 2010**)

A completed form is a confirmed booking unless otherwise notified. Please settle your payment before deadline. Seat will only be confirmed after payment is settled. Acceptance is on first-come-first-served basis.

SCC Member (Membership No. _____) @HK\$200* x _____ = \$ _____
 SA Member (Membership No. _____) @HK\$290* x _____ = \$ _____
 Guest / Non-member @HK\$380* x _____ = \$ _____

***Incl. Sandwiches, fresh fruit and juice**

- Please make your cheque payable to "The Singapore Chamber of Commerce (Hong Kong)" and mail to: Unit 702, 7/F., China Hong Kong Tower, 8-12 Hennessy Road, Wanchai, Hong Kong
- OR credit direct to United Overseas Bank A/C 071-832-86-307-370-6 HKD. Please retain and fax the bank-in slip to 2838 3390

Mr./Mrs./Ms. _____ Title: _____

Company: _____

Name(s) of other attendee(s): _____

Contact person: _____ Tel: _____ Email: _____

Registrations are accepted WITHOUT follow-up. Payments are non-refundable unless the event is cancelled by the organiser. Cancellation must be notified by email or fax before the deadline, there will be no cancellation and refunds afterwards. No shows would be charged.

