

Newsletter – May 2015



President - Terry Hoskins

Last month we held our AGM and I would like to take a moment to thank:

- **All those who attended the AGM**, providing their input into the running of IMCNZ.
- **Volunteers** who have assisted on various projects.
- Our **Council** who consistently dedicate many hours on essential activities such as processing new members, updating our procedures and their dedication to providing increased value to members.
- **Andrew Marr** - who does an outstanding job handling the role of Treasurer.
- **Lilian Lawrence** who steps down from Council this year, after committing many hours to the Consulting Skills Framework alongside Iain Matheson.
- **Ian Abrahams** who steps down from a year as Vice President, and for the support he has provided during that time
- **Noel Rodgers** who steps into Ian's shoes as Vice President and is already initiating new projects for the benefit of IMCNZ.

Please see the contact details at the end of the newsletter for the line-up of our 2015 Council.

Member Benefits

All members who have paid their subscriptions will be receiving a membership card which identifies you to our various benefit suppliers. Most members will have already received their card.

The IMCNZ National Council have been working to provide additional benefits to IMCNZ members and we have approached a number of suppliers seeking preferential pricing for IMCNZ members.

As new benefits are added to the programme they will be advised on the website at <http://www.imcnz.org/benefits.asp>

Products and services now include:

Bridgestone Tyres

As a valued member of Institute of Management Consultants, Bridgestone NZ is pleased to offer you exclusive deals including savings when buying multiple tyres, discounts on your WOF and savings on vehicle servicing.

Offers are only available at participating stores (click here for a nationwide list). Automotive services (car/4x4 servicing & WOF) only offered at Bridgestone Select stores. Offer applies to cash, EFTPOS and credit card sales only and cannot be used in conjunction with any other discount or offer. Discounts are off list price, please ask in-store for details.

<http://www.bridgestonetyrecentre.co.nz/CVP-A/IMCNZ>

VINZ

Save \$5 on your next WoF when you present your IMCNZ membership card at any Vehicle Inspection NZ Location.

Check out the nearest location to you by clicking on <http://vinz.co.nz/> and scroll down to the outlet locator.

BPIR.Com

Access to the www.bpir.com site is automatic for IMCNZ members who are Associate, CMC or Fellow status. This is a significant benchmarking resource. If you require an update on your password access please email info@imcnz.org.

Greenmantle Estate – Luxury Lodge & Corporate Retreat 214 Main Road North Paraparaumu

- Accommodation 10% Discount - Check out the luxury amenities on www.greenmantle.co.nz
- Retreat Meeting room 10% Discount – See detail and get quote www.greenmantle.co.nz/the-lodge/corporate-retreats
- (Please note discount does not apply to catering.)

Please directly contact stay@greenmantle.co.nz and refer to being an IMCNZ member to get the special benefits.

ACP (Accredited Consulting Practice)



ACP is the most prestigious status that a management consulting practice can attain within the high international standards of IMC. There is a strict criteria which must be met to attain this standard and every three years there is a detailed audit of processes to ensure continued compliance.

Starfish Consulting Ltd was the first ACP awarded in the Southern Hemisphere, the first in New Zealand and we are delighted to announce that following their re-assessment they continue to uphold the highest standards of the industry. Starfish Consulting has been an ACP since 2007.

If you believe that your organisation is worthy of this distinction contact one of our Council Members (contacts on last page) to discuss.

Take Advantage of your BPIR.com Membership

All Associates, CMCs and Fellows receive free membership to the BPIR.com. This website contains a huge amount of information that should be useful for your clients and your own personal development.

For instance, there are over 70 self-assessment tools that could be used to assess a client's strengths and opportunities for improvement in areas such as Leadership, Knowledge Management, Human Resources and Innovation.

Membership to the BPIR.com includes access to the Proquest Library containing over 650 journals/trade magazines and over a million articles covering most industrial sectors. These can be searched when trying to find the latest information on a specific topic.

BPIR.com also produces regular Best Practice Reports. The latest are shown below:



If you have forgotten your password contact Suzanne on info@imcnz.or and she will email it through to you.

Regional Meetings

WELLINGTON

Phil Guerin - Socrates: a health sector BPR case study in shared services and capability development



Phil presented a case study of a two and a half year business process reengineering project implemented in the New Zealand health sector some years ago with an update on its impact since. The case study explained the business problem, the opportunity, stakeholder engagement strategy, approach, setbacks, surprises and lessons learned.

Themes include: building a coalition for change, change management, process improvement, business process design, shared services, disability services, contract management, budgeting, order to pay processes, sector capability development, data standards development, data migration, common workflows across a sector, outsourced Programme Management Office.

(Phil will be repeating this presentation in Auckland on 21 May.)

Paul Helm - Growing strategic financial management capability



Paul Helm is Chief Government Accountant and Head of the Finance Profession for the state sector.

Paul Helm explained his role as Head of the Finance Profession for the state sector, and his plans to grow strategic financial management capability with a strong future orientation based on building demand and supply for such skills. He discussed how a business focused finance team can support business case development and assist to achieve the intended outcome.

The close working relationship of a CIO, CFO managers and project managers are key to successful outcomes through trusted business partnerships, and Paul talked though how that was achieved when implementing SAP at the New Zealand Transport agency.

Paul Helm joined Treasury in 2014 as the inaugural Head of the Finance Profession for the state sector. He was previously CFO at the New Zealand Transport Agency and has worked across a range of government departments, while coaching other senior finance executives. Paul has significant experience in public sector financial management at strategic and budget levels with experience of managing cash flows, borrowing facilities, and statutory compliance. He has also worked in commercial decision-making, including on public-private-partnerships. One of the projects that he led at NZTA was the successful implementation of SAP finance, real estate and project/ program management tools.

AUCKLAND

Tony Wilson - Generating new Consulting Revenue using the Cloud



Comment made by an attendee was "A very thought provoking discussion on how the opportunities of the cloud can generate residual income without massive investment by sharing the burden of that investment with strategic partners. The real challenge is about identifying the gaps in the market and partnering with those who can develop the solution with you"

Maureen Benson-Rea - Latest research on the international strategies of small businesses



Terry Hoskins thanks Maureen (left) for her presentation

Maureen provided some fascinating statistics on how New Zealand companies of different sizes and from various industries have made the leap from operating domestically to internationally.

In a number of cases the move came very quickly within the lifespan of the company because the target had always been to become international - thus the infrastructure and methods of distribution were geared appropriately from the start.

New Members

We are delighted to welcome the following new members to the fold:

- Jason Stace CMC
- Mark Young CMC
- Adrian Hendry Affiliate
- Eduardo Villatore Affiliate
- Andrea Dickens Affiliate
- Alan Inezare Affiliate

Subscriptions

For those who wish to retain their membership for 2015 we remind you that subscriptions are due immediately in order to retain your status.

Our Partners

IMCNZ is partnered with a number of supporters and we take this opportunity to thank you all for your support:



Gold Sponsor



JLT/IMCNZ ProPak liability insurance package

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Venues provided by:



Current Council Members

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| Terry Hoskins, President (Auckland) | terry.hoskins@approach.co.nz |
| Phil Guerin, Immediate Past President (Wellington) | phil@haque.co.nz |
| Noel Rodgers, Vice President (Taupo) | noel@activebss.co.nz |
| Andrew Marr, Treasurer (Auckland) | andrew@marr.co.nz |
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