

Creating Differentiation through Innovative Thinking and Client Understanding

CHALLENGE:

Boutique firm up against the Big 4 at a Forbes 10 client.

SITUATION:

A large prospective client was looking for support, and boutique firm of specialists Holland & Davis knew they could deliver. But the client had invited the Big 4 consulting companies believing that only these mega-firms had the resources to deliver what they needed. However, Holland & Davis was determined to prove them wrong, and they could showcase their talents by using Epiture’s patented technology.

ACTION:

Dutch Holland, Chairman of Holland & Davis describes the process to generate the online environment: "Our company received a last-minute opportunity to bid on a major piece of work for one of our most important clients. The competition for the job was a "final four" firm.

Within a few hours we had used Epiture and ManyWorlds to produce a 'client portal' that contained not only our proposal, but many of the intellectual assets of our firm that pertained to the subject. The presentation to the client was made without paper, using the client’s web connection in their briefing room. The proposal was explained from the portal ... and the portal address was left with the buying team, to share with all the other executives and to allow reading of our context information. **We looked not 'as good as the big guys,' but far better ... and we won the job!!"**

ManyWorlds’ Client:
Holland & Davis



Holland & Davis is a boutique management consulting firm specializing in change leadership, project management and training. Their highly qualified and experienced staff is widely regarded, and several employees have published books on change and leadership. Holland & Davis is known for delivering the results that clients need, on time and on budget. By bringing senior resources to every client engagement they deliver services that help companies deal with change, whether that change results from the implementation of a new IT system or a new strategic direction.

RESULTS:

Holland & Davis were able to successfully demonstrate the depth of their expertise by showcasing the sheer amount of relevant and useful intellectual capital they could bring to the client. Using the online environment, they could show client executives that this proposal was just the first step on the way to delivering the project that they wanted, and a way for both organizations to work more closely in the future.

FOR MORE INFORMATION:

Epiture® helps companies to share knowledge through managing adaptive networks that extend across processes and organizational boundaries.

Visit us online at www.Epiture.com or call (832) 242 3508 in the U.S. for further information.

