



Mercor Consulting

Improve Decisions :: Impact Relationships :: Transform Businesses

We make the business world a better place through reducing executive stress and improving business and personal reputations. We do this by solving challenging corporate problems and reducing risk, giving direction for the future and boosting business performance. We provide services in the areas of: Strategy and Transformation; Business Systems and Processes; Program and Project Management; Operational Effectiveness; and Collaboration and Teamwork.

We solve your business problems by bringing analytical rigour to problem solving and decision making using a combination of business domain expertise, management consulting and analytical skills. Our aim is to assist our clients to move towards business excellence and achieve breakthrough performance. Quite simply, our commitment at Mercor is to go the extra mile and deliver exceptional value to our clients.



MERCOR
CONSULTING

Mercor Consulting Service Offerings

Strategy & Transformation

- Corporate Strategy
- Growth Strategy Planning
- Governance & Leadership
- Team Strategy & Planning
- Sustainability
- Contracting Strategy Development
- Business Planning - Scenario Planning
Capital Program Planning
- Transition Management
- Opportunity Framing
- Decision Impact Analysis
- Investment Logic Mapping

Operational Effectiveness

- Business Excellence
- Business Improvement - DMAIC
DMEDI
Lean Six Sigma
Root Cause Analysis
- Organisational Strengthening
- Resourcing +
- Conflict Resolution
(Alternative Dispute Resolution)

Collaboration & Teamwork

- Organisation, People & Capability Development
- Individual Coaching & Mentoring
- Relationship Contracting Development & Facilitation
- Alliance Development & Facilitation
- Team Performance Coaching
- Workshop & Group Facilitation

Business Systems & Processes

- Organisational Performance Management
- Enterprise Feedback Management
- Health Checks
- Benchmarking
- Analytics & Optimisation
- Construct Mapping
- Financial Analysis
- Project Management Office

Program & Project Management

- Feasibility Studies
- Optimisation Studies
- Opportunity Framing
- Value Management
- Risk Management
- Bid/Tender/Proposal Strategy & Development
- Program/Portfolio Strategy
- Program/Portfolio Governance
- Planning & Programming
- Project & Portfolio Management
- Program/Project Controls
- Design Management & Assurance
- Employers Agent & Contract Administration
- Project Management Construction
- Technical Site Supervision
- Logistics Management
- Operational Readiness
- Program Forensic Analysis



Strategy & Transformation

Today's business environment is challenging for every business. Increasing competition, complexity, volatility and constant change require organisations to fuel performance through sound strategy in every area, followed through by rapid and measured implementation.

Mercor Consulting Strategy and Transformation leverages the knowledge and skills of our management consulting capability to develop executable strategies for your business, enabling you to succeed and derive value from crafted strategies and transformational programs.



Operational Effectiveness

Business success requires both the right strategy and operational effectiveness. Enhancing operational effectiveness in our modern business environment is essential in order to succeed and remain competitive. There are four areas to operational effectiveness; leading and controlling functional performance; measuring and improving the process; leveraging and automating process and continuously improving performance. Every business must address these four areas to maximise the use of its inputs, to enable, for example, the development of products at a faster pace than competitors or reduce defects.

Mercor Consulting Operational Effectiveness engages Six Sigma, business excellence philosophies and other practices to increase the effectiveness of your operations, enabling you to compete more effectively and improve bottom line performance. We work with you to solve business problems and bottlenecks in order to drive performance and unlock shareholder value.



Collaboration & Teamwork

All businesses rely on human dynamics to get work done. Improving the collaboration and teamwork within your organisation or for a specific project will lead to improved results and morale.

Collaboration is a structured, recursive process where two or more people work together toward a common goal whereas teamwork occurs when people need to work closely together to achieve a joint outcome. Team effectiveness is strongly dependent on the team leader. The effectiveness of collaboration is dependent on the willingness of the collaborating parties to engage and commit to delivering their inputs.

There are many factors contributing to the success or otherwise of collaboration and teamwork within organisations and on projects. Mercor Consulting Collaboration and Teamwork engages with your organisation to resolve issues and transition organisational culture to higher levels of effectiveness through enhanced collaboration and teamwork.



Business Systems and Processes

Excellent businesses have comprehensive management, operational and supporting systems and processes. Their systems and processes align with business strategy and goals, are simple to engage with and drive the right behaviour. Making changes to, or designing and implementing business systems and processes is in itself a complex exercise, which if not done well, will erode business efficiency and the bottom line.

Taking your business to the next level may attract new and sophisticated competition. Discovering new ways of doing things and employing new thinking to make sure that your business is as efficient and streamlined as possible becomes critical for success.

Mercor Consulting Business Systems and Processes can help you harness the power that already resides in your business to improve existing systems and processes, design new ones plus monitor business performance and the overall health of your business.



Program & Project Management

You only need to manage one project poorly to seriously erode or destroy shareholder value. It is impossible to over-emphasise the importance of good project management.

Mercor Consulting Program and Project Management assists organisations to implement comprehensive value-adding project management systems and processes. We also provide project and program management support and even second people into organisations to make their projects successful. We design appropriate governance and reporting arrangements for programs and projects and work with clients to measure and monitor performance. Mercor Consulting has the capability to undertake strategic projects and deliver high quality reports and project outcomes to our clients.



Business Values & Principles

Value Creation and Client Relationships by focusing on adding value to our clients' businesses and building powerful relationships.

Integrity and Ethical Behaviour by operating in a manner that is honest, loyal, fair, reliable and professional.

Leadership by being visionary and strategic in our business, investing in individual development and providing recognition, encouragement and direction.

Collaboration and Teamwork by adopting a collaborative team approach with all stakeholders to deliver excellence in all that we do.

Innovation and Creativity by being passionate about creativity, inspiring positive change and continually challenging conventional thinking.

Safety and the Environment by conducting our business with a commitment to working safely, taking care of others and preserving the environment.

Sustainability by ensuring that best business practices and triple bottom line outcomes are inherent in our products and services.

Business Basics



Extensive Industry & Domain Experience



Appropriately Qualified Consultants



High degree of Analytical Skills



Instilled Team Dynamics



Integrated Systems Design & Implementation



The Right Advice at the Right Levels



Skilled Facilitators



International Relations



MERCOR
CONSULTING

P.O. Box Z5522 St. Georges Terrace Perth, WA, 6831

ph +61 8 9325 3664

fax +61 8 9221 6663

email info@mercorgroup.com.au

www.mercorconsulting.com.au