

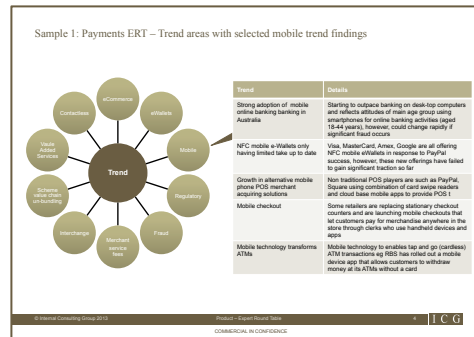
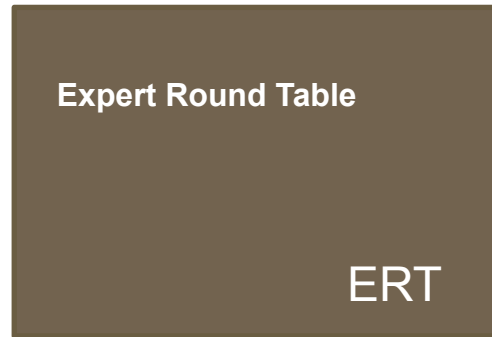


Expert Round Table (ERT)

Providing deep insights into business issues efficiently and comprehensively



Expert Round Table (ERT)



Commissioned Expert Round Tables:
AUD10,000 and up

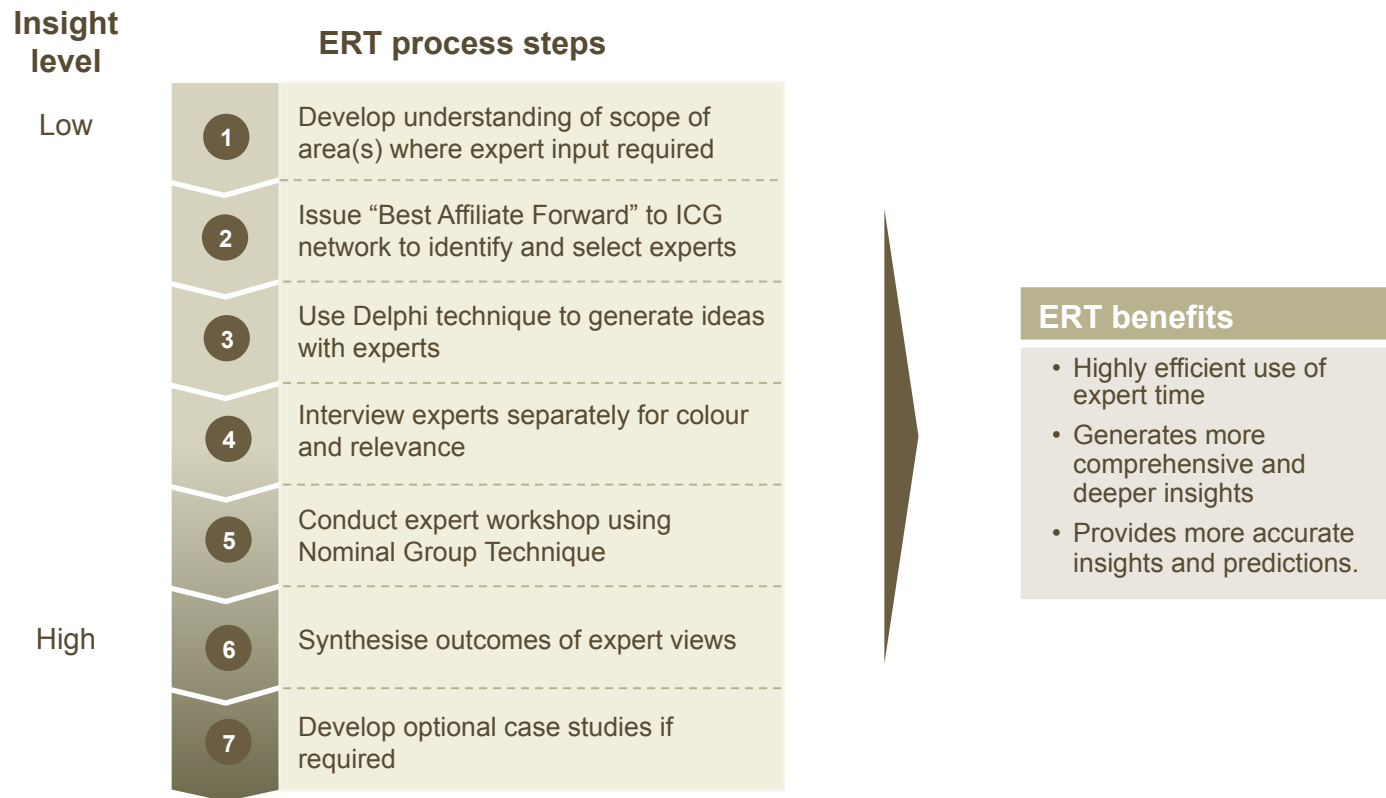
Expert Round Tables (ERTs) are an efficient and effective way to tap into ICG's Global Subject Matter Expert (SME) base across a broad range of industries and functional disciplines.

- A unique synthesis of ICG subject matter expertise on any topic
- Utilises global best practice investigation techniques with a combination of Delphi and Nominal Group techniques
- Utilises the patented BAF® process to identify and involve the best ICG subject matter experts on your topic(s).

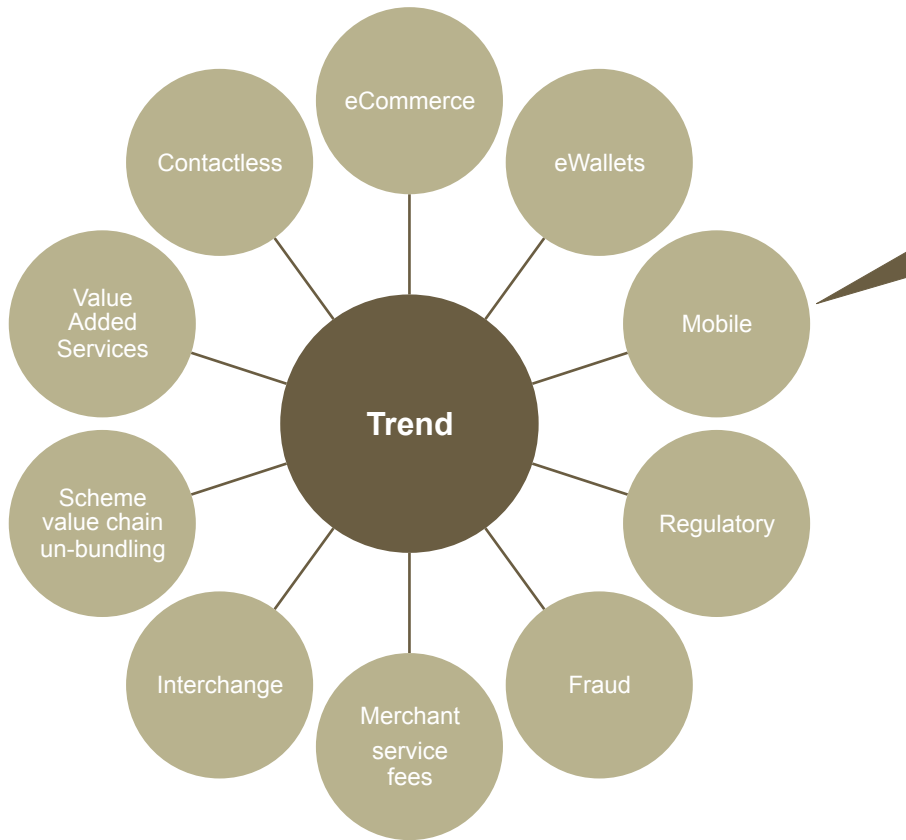
ERTs are a companion resource to key executive questions and strategy and change projects requiring a fast and authoritative view on any topic assembled to your personal specifications.

The combination of the Delphi and Nominal Group Techniques in conjunction with ICG's patented Best Affiliate Forward® is a powerful process that extracts insights from experts in a highly efficient and comprehensive manner

ICG ERT process overview



Sample 1: Payments ERT – Trend areas with selected mobile trend findings



Trend (Sample extract only)	Summary Details
Strong adoption of mobile online banking banking in Australia	Starting to outpace banking on desktop computers and reflects attitudes of main age group using smartphones for online banking activities (aged 18-44 years), however, could change rapidly if significant fraud occurs
NFC mobile e-Wallets only having limited take up to date	Visa, MasterCard, Amex, Google are all offering NFC mobile eWallets in response to PayPal success, however, these new offerings have failed to gain significant traction so far
Growth in alternative mobile phone POS merchant acquiring solutions	Non-traditional POS players such as PayPal, Square are using combination of card swipe readers and cloud-base mobile apps to provide POS terminals
Mobile checkout	Some retailers are replacing stationary checkout counters and are launching mobile checkouts that let customers pay for merchandise anywhere in the store through clerks who use handheld devices and apps
Mobile technology transforms ATMs	Mobile technology to enable tap-and-go (cardless) ATM transactions, e.g. RBS has rolled out a mobile device app that allows customers to withdraw money at its ATMs without a card



Internal Consulting Group

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