

Global Expert Scans (GES)

Finding, profiling, short listing and interviewing experts from around the world



Global Expert Scans (GES)



Commissioned Global Expert Scans, AUD10,000

Global Expert Scans (GES) are an effective way to identify global thought leaders and deliver valuable insights for immediate application to your challenges.

Assess capabilities of more than 50 experts across consulting and industry from more than 10 peer markets.

- A unique synthesis of the leading global thinkers on any topic
- · Garnered from peer markets across consulting and advisory firms as well as industry
- Includes deep-drill subject matter expert interviews
- Enables consideration of best available resource to tackle challenges.

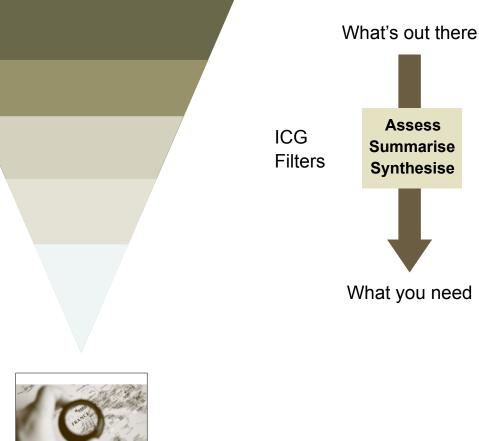
GESs are a companion resource to project kick-offs and are developed using ICG's unbundled consulting resources. GESs are also supported by the ICG Knowledge Area Review (KAR), a peerless synthesis of available information (public sources, applied science journals, research databases, public company records), which can be assembled on almost any topic, to your personal specifications.



The ICG Global Expert Scans (GES) identifies global thought leaders and delivers valuable insights for immediate application to your requirements

The GES approach

- Develop understanding of your core requirement
 Compile list of known experts
 - Build list of subject focus and specific relevant expertise
 - Interview select group for deep-drill insights
 - Deliver structured and synthesised output suitable for your requirements.



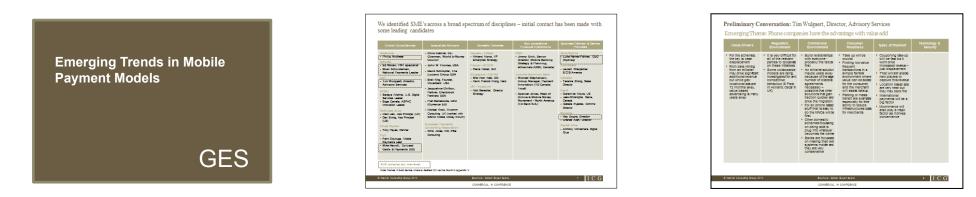


ICG's unique position and capabilities provides true independence and global coverage

Keys for successful GES

Requirement	ICG	Other Consultants	Other Market Analysts
Comprehensive understanding of the subject matter	\checkmark	\checkmark	?
Ability to profile at any depth	\checkmark	\checkmark	?
 Ability to access broad alumni contacts Consulting firms Investments banks Industry. 	✓	×	×
Ability to talk with multiple senior global experts concurrently	\checkmark	×	?
Access to international markets and connections	\checkmark	\checkmark	?
Independence to avoid bias and NIH (Not invented here) issues • Competitor firms • Academia.	\checkmark	×	×
Cost effective	\checkmark	×	?
Ability to assist in future phases of work	\checkmark	\checkmark	×

Sample – Emerging Mobile Payments Models



PRODUCT SAMPLE: EMERGING TRENDS IN MOBILE PAYMENT MODELS

GES delivered a comprehensive list of global experts and a synthesis of emerging trends

Built a comprehensive database of global experts in emerging mobile payment models

- Assess capabilities of more than 50 experts across consulting and industry from more than 10 peer markets
- Created database by country, technology, source of experience and special areas of expertise
- Included more than 12 comprehensive subject matter expert interviews on leading global models, technologies and emerging trends
- Synthesised expertise across the short list
- · Created valuable options for phase ii
 - ✓ Delivered cost effective understanding of best practice models and emerging trends and challenges
 - ✓ Provided list of global experts with detailed cv's to assist with solution development.





Internal Consulting Group

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