

# Value and Benefits of an Independent Consultant

Committed to **Your** Issues.

**You** Define the Agenda.

Engage **Your** Organization in  
Identifying Solutions.

Works with **Your** Team to Define  
the Problem.

Clearly Identified Costs.

Jointly Defined Deliverables.

Identify the Range of Potential  
Solutions.

No conflict of Interest—Does Not  
Represent Specific Brands of  
Hardware, or Software.

Timely and Accurate  
Management Reporting.

Clearly Defined Project  
Completion Criteria.

Independent  
Consultants  
Help Clients Make More  
Effective Decisions



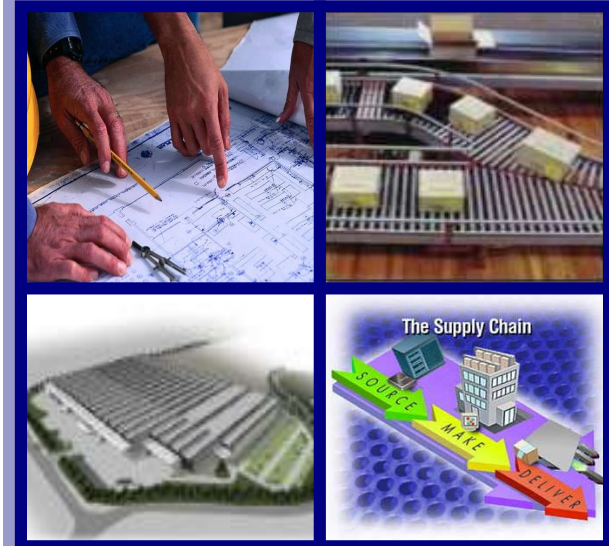
He who relies entirely on his own  
judgment forever regrets it.  
— Kai Ka'us Ibn Iskandar,  
*A Mirror for the Princess*

## **An Independent Consultant will:**

- Listen & Actively Frame Issues
- Define Objectives
- Fit Client Abilities to the Solution
- Understand the Need as Unique
- Provide Alternative Solutions
- Develop Success Measures



# The Value of an INDEPENDENT CONSULTANT



# APMHC

Association of Professional Material Handling Consultants

The Association of Professional Material Handling Consultants, Inc. (APMHC) was organized in 1959 by several leaders who saw the need for more reliable, capable and professional services in the material handling consulting field.

APMHC is a professional society composed of individual consultants in the material handling field. It promotes and coordinates the exchange of ideas and information among members; encourages the improvement of analysis, synthesis, installation, and training; advances the profession through the development of standards of performance; and assists other groups in promoting material handling generally, and the consulting profession specifically.

Those consultants whose services are available to several clients are General members; those who are captive staff specialists working for one organization are Associate members.

## Basic Principles of Good Consulting

**Establish Clear Expectations and Goals**

**Formalize the Contract**

**Jointly Develop a Project Strategy**

**Create a Strong Consultant-Client Relationship**

**Document the Data Assessment**

**Formally Present the Findings to Management**

**Involve Client Organization in Action**

**Clearly define Success Criteria**

To locate a **APMHC** Consultant go to:

[http://www.mhia.org/PS/PS\\_APMHC\\_members.cfm](http://www.mhia.org/PS/PS_APMHC_members.cfm)

Or Contact **Alan Howie**

**Material Handling Industry of America**

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Often there are numerous solutions to any given set of circumstance; the independent consultant evaluates all of the viable methods and recommends the most beneficial approach. The product-based service provider only recommends the equipment available from his or her organization which may not provide the optimum client solution.



### Seven Steps to Project Success

1. **Accurate Situational Appraisal**
2. **Clear Goals and Objectives**
3. **Minimize Risks**
4. **Defined Measures of Success**
5. **Collaborative & Interactive Process**
6. **Joint Accountability**
7. **Clearly Defined Conclusion**