

QBS-Consult

Management Consulting Proposal Evaluation and Selection Tool (Canada)

Hire the best-qualified consulting firms and consultants at fair and competitive prices, instead of lesser qualified advisors at artificially low prices.

QBS
Canada

Advisors:

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www.QBSCanada.ca

Company Summary

An assessment tool driven by a unique algorithm and used by procurement departments/business owners/clients to evaluate the expertise of management consultants.

Executive Summary

Management

- General Manager/CMO – Cal Harrison BA, MBA, CMC Senior sales and marketing and start-up executive and founder of QBS Canada.
- CIO – Heather Surzyshyn BA, Dipl. IST Senior healthcare IT professional.
- Other - TBD

Customer Problem

- Professional management consultants are often hired by winning a low-bid RFP (Request for Proposal) process, generally considered to be an ineffective way to hire experts, but one that is familiar and entrenched in the procurement community.
- Best-practice around the world for this type of vendor selection is to avoid price-based decisions and select the most qualified firm using Qualifications-Based Selection (QBS).
- QBS can significantly reduce cost-overruns and schedule overruns, while also increasing the quality and satisfaction with the final outcome.
- Our app allows clients and procurement staff to easily source and assess which firm has the highest degree of relevant expertise and qualifications and easily and painlessly replacing the price-based RFP process with an expertise-based QBS process.

Product/Services

- Cloud software, including web applications for vendors
- Web dashboards for clients – VPs/directors, business owners, and procurement staff

Target Market

- Private sector vendors of management consulting firms
- There over 800,000 management consultants in North America with a significant percentage being self-employed and responsible for generating new business for their own small firm

Business Model

- Monthly (recurring) fee for vendors to be listed in the software
- Free for buyers of management consulting services

Customers/Users

- Paying Customers: Private sector vendors of management consulting and related professional services
- Free Users: Government communications departments and private sector company owners and managers as well as institutional procurement departments.

Sales and Marketing Strategy

- Sell directly to management consulting professionals and their clients especially those self-employed
- Trade shows, speaking and writing strategy, webinars on professional services sales techniques
- Earned and social media strategy

Competitors

- RFP360, Sourceit, Direct RFP, Merx, government bid boards

Competitive Advantage

- Simple and intuitive to use, does not require training
- Stand-alone functionality, does not have to integrate with procurement or ERP systems
- Significantly reduces procurement cost for business owners, while also reducing procurement time
- Focused exclusively on vendors relevant to the marketing communications sector

Financials / Forecasts

	<u>Year 1</u>	<u>Year 2</u>	<u>Year 3</u>	<u>Year 4</u>	<u>Year 5</u>
Total Revenue	\$ -	\$ -	\$ 480,000	\$ 2,400,000	\$ 7,200,000
Tech Dev	\$ 72,500	\$ 92,500	\$ 92,500	\$ 92,500	\$ 92,500
Bus Dev	\$ 45,000	\$ 25,000	\$ 473,368	\$ 865,107	\$ 915,107
OpX	\$ 6,500	\$ 6,500	\$ 65,500	\$ 75,500	\$ 75,500
Total Expenses	\$ 124,000	\$ 124,000	\$ 631,368	\$ 1,033,107	\$ 1,083,107
Investment	\$ 250,000	\$ -	\$ -	\$ -	\$ -
Net Cash Flow	\$ 126,000	\$ 2,000	-\$ 149,368	\$ 1,217,526	\$ 7,334,419

Based on \$1,200 annual fee with 7,500 subscribers by year 5 (discounted 20% for reseller commission).

Licensed Technology/Product

- Cloud software

Technology/Product – Current Status

- Proof of Concept/R&D (TRL3)