

# Top consultants to fuel growth and innovation in tech

## FROM ACQUISITIONS AND INTEGRATIONS TO PROJECT MANAGEMENT AND PRODUCT LAUNCHES, AGILITY IS EVERYTHING IN TECH.

Yet, too often, a tech company's ability to innovate is constrained by drawn-out hiring processes, competition for top talent, and rapidly evolving markets. Product roadmaps stall out, acquisition integrations drag on, and key teams remain siloed for lack of strategic minds who have the bandwidth to bring everything together and execute a plan for action.

Get the on-demand skills and knowledge you need with tech consultants, independent executives, and cross-industry experts from Business Talent Group (BTG). BTG is a pioneer in the high-end independent consulting market, enabling tech companies to fill knowledge gaps and crucial roles, surge capacity and innovation, and mobilize for large-scale transformations and integrations.

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### GET ON-DEMAND ASSISTANCE WITH:

Market evaluations and opportunity assessments | Customer segmentation  
Cyber security | Project management | Transformations | Change management  
M&A | Product launches | Data science | Blockchain | Internet of Things  
eCommerce | Product and portfolio management | Digital experience design  
AI/Machine learning | Scaled agile frameworks | **And more**

# Benefits of Partnering with BTG

BTG provides the on-demand talent you need to tackle your biggest challenges—individuals or small teams, onsite or remote, U.S. or global. That's why **27 Fortune 1000 tech companies—and 37% of all Fortune 100 companies—trust BTG** to scope, select, and oversee independent talent on projects that fuel growth, innovation, and performance improvement.

## WITH BTG, YOU'LL GET:

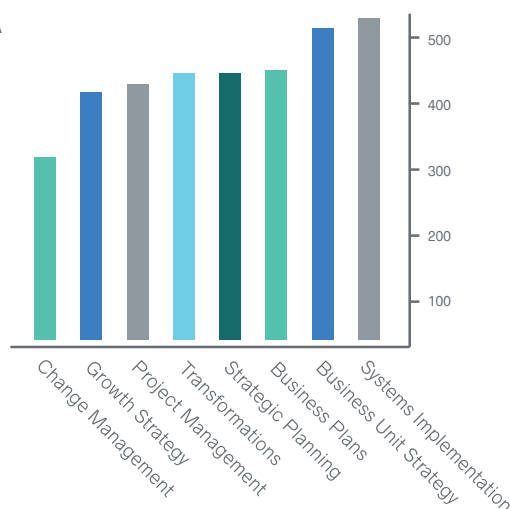
- On-demand access to **3,100+** of the world's best consultants, executives, and project managers with tech experience
- The ability to quickly scale team bandwidth for urgent projects and demand variability
- A partner experienced in building teams and managing onboarding and knowledge transfer

## IN-DEMAND SKILLS:

### # OF TECH INDUSTRY TALENT EXPERIENCED IN EACH AREA

Our talent has the skills and expertise to complete your most important work.

BTG can fill your team's knowledge gaps at the times you actually need those skills—helping you reduce headcount and costs.



## BTG TALENT IS:



Vetted for Your Needs



Integrated with Your Team



Rapidly Deployed

## TOP EXPERIENCE SEGMENTS:

### # OF TALENT WHO HAVE WORKED IN EACH INDUSTRY

Internet / Social Media

●●●●●●●● **1,350+**

Software / Apps

●●●●● **950+**

IT Services

●●●●● **900+**

Telecom / Mobile Comms.

●●●●● **700+**

Hardware, Electronics, and Devices

●●●● **450+**

# Tech Industry Case Studies

## INTEGRATION STRATEGY AND EXECUTION

**Value:** Streamlined operations and reduced reliance on big, expensive consulting firms

The Integration team at **an F100 networking and communications company** was looking to streamline its process and reduce its reliance on traditional consulting firms. Workflow was uneven, however, so the Corporate Strategy office did not want to add permanent headcount.

BTG helped the team restructure its integration process and augmented its capabilities with an experienced strategist, who worked efficiently within the team's frameworks to coordinate key activities and build processes for project governance, risk identification, and issue resolution.

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## RE-ENGINEERING SALES OPERATIONS

**Value:** Increased productivity at a significantly lower cost

The VP of Sales at **a multi-billion dollar data giant** was concerned about inefficiencies in the company's global sales process. He knew that legacy systems and workflows were contributing to the problem, but he needed help diagnosing where, exactly, things were going wrong.

BTG paired a lean process expert with a performance improvement specialist to analyze the client's process, recommend improvements, and roll out the changes. The consultants delivered a prioritized list of initiatives that increased the productivity of the client's sales teams and realized a 30% savings.

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## TRANSFORMING SERVICE MODELS

**Value:** Added bandwidth and pricing insights for a lean corporate strategy team

**A leading global technology company** was shifting its service model from an hourly fee to a monthly subscription model, but the two-person corporate strategy department was struggling to map the implications of the change across the business and prioritize departmental transformations.

BTG delivered two experienced strategy consultants who had previously worked at McKinsey and BCG. Together, they evaluated service offer bundles and pricing and calculated the impact that the changes would have on sales operations and client communications.