

business intelligence consulting

It is a truism that your greatest asset is your team - executive, management and staff. However, it is also true to say that your second greatest asset - and the one you can gain the most incremental value from - is the data and information you hold and can access.

Merit Consulting, founded by Jim Irving, exists to help you maximise the information assets you hold. Merit is absolutely independent and has no trading relationships with any vendors. Merit provides clear, pragmatic advice to its clients in a quick and cost-effective manner.

About Jim Irving. Jim has worked in the IT industry for almost 30 years in a variety of roles. He has personally built and managed an organisation with a turnover in excess of \$200m and latterly he was the UK Managing Director for one of the world's 'Top 3' Business Intelligence (BI) vendors (Source: Gartner Group). Jim founded Merit Consulting to bridge the gap in the marketplace between technical BI consulting and the underlying business and operational needs of both commercial and non-profit organisations.

Merit Business Intelligence Consulting. In addition to a broad range of bespoke delivery capability, Merit delivers the following packaged offerings:



Business Intelligence Audit. Through the purchase of application solutions, most organisations already have multiple reporting, analysis and planning tools. It makes financial and operational sense to consolidate these tools as far as possible. The lack of 'one version of the truth' and 'spreadsheet chaos' are often other critical factors to be addressed. Merit will assist its clients to maximise the investments they have already made and then plan for the future...



Business Intelligence Strategy. Do your current tools restrict the scope of usage? Can external users (customers, suppliers, partners) gain benefit from extended BI? Can problems be solved quicker and more cost effectively? Can the organisation gain competitive or operational benefit from data assets that are currently either invisible or not available in a timely manner? Regardless of the current starting point, Merit will assist clients as they plan to 'sweat' their information assets more effectively and/or develop a more effective strategy for the future.



Vendor Analysis. Whether you have no current BI suppliers, a single BI supplier, or too many current vendors a cost-effective, independent review of your requirements against the delivery capability (and stability) of the myriad of potential vendors can bring great benefit. Merit has an unrivalled ability to deliver pragmatic, real world vendor advice to its clients.



Vendor Selection. If a BI strategy is agreed (whether to grow the BI capability in the organisation or simply to consolidate costs) the next step is normally vendor review and selection. Merit can deliver substantial support to its clients in this process - from the initial short-listing (and the supporting logic) to RFI and RFQ processes, pricing negotiations and then on to vendor management during implementation.



BI Marketplace Trends. Merit can help its clients understand where vendors see the future and where the market itself is going. This advice is often of most use to those engaged in long-term business planning and can be used to help underpin broader business strategies.

Merit Consulting is a strong, specialist source of help in a complex market. Contact us for more information and an initial chat...