

# PROFESSIONAL SERVICES FIRMS OFFERINGS

## HELP YOUR CLIENTS BUILD A BETTER BUSINESS CASE

Leading professional services firms rely on APQC every day. With the world's largest and most current database of benchmarks and best practices, we have the data you can't get anywhere else. APQC is your single source for evidence-based, unbiased research and powerful tools to support your business development efforts and client engagements.

Enable your clients to make better decisions and your firm to deliver greater value by combining our independent, fact-based research with your firm's insights and counsel. An APQC membership or metric license allows you to:

- access research and data for client engagements and proposals,
- use and license APQC's benchmarks and best practices, and
- outsource benchmarking activities and increase exposure for your firm as a thought leader.

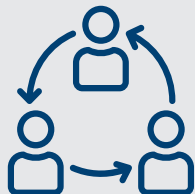
Let APQC handle the legwork to gather and validate data and deliver metric reports that meet your client needs. This allows you to do what you do best—create and deliver the improvement plans that drive client results and value.

## FAST ACCESS TO THE WORLD'S LARGEST DATABASE OF BENCHMARKS AND BEST PRACTICES

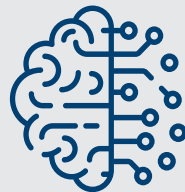
Membership at APQC provides you—and every employee in your firm—with access to our continuously updated Resource Library, a database of case studies, frameworks, maturity models, and white papers. Support your solutions or develop proposal materials to win business with validated data and timely content from a neutral resource. Save the time and expense of in-house research and increase your consultants' time to focus on delivering insights and advice by tapping APQC's vast and growing database of content in key areas including:



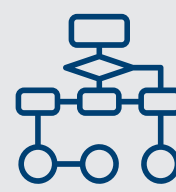
FINANCIAL  
MANAGEMENT



HUMAN CAPITAL  
MANAGEMENT



KNOWLEDGE  
MANAGEMENT



PROCESS AND  
PERFORMANCE  
MANAGEMENT



SUPPLY CHAIN  
MANAGEMENT

## BUILD WORLD-CLASS BRAND AWARENESS

Position your firm as a thought leader by contributing your authored research to our Knowledge Base or participating in discussion forums. Leverage the trust of a third-party venue for your firm's content and gain exposure as a thought leader among our global network of members. Or expand your brand and feature your subject matter experts by serving as a research champion in one of our best-practice research studies, a companion service available for members.

## OTHER SERVICES AND BENEFITS OF MEMBERSHIP

Your professional service firm membership allows you to take advantage of preferred pricing on:

- content and benchmark licensing,
- vendor sponsored research and webinars,
- custom research and solutions, and
- advisory services and training.

## PINPOINT AREAS FOR CLIENT IMPROVEMENT

Use our automated online tools to strengthen your client engagements by accessing metrics to identify gaps, set baselines, or support a recommendation. Your team may access validated, relevant metrics and best practices relating to FTEs, costs, cycle times, and more through several options:

- **RAPID PERFORMANCE ASSESSMENTS:** Quickly provide your clients with validated data to identify performance gaps. Complete short, online assessments on high-level key performance indicators (KPIs), and within two to three business days you'll receive a summary report of your clients' metrics with industry, revenue, and geographic comparisons.
- **OPEN STANDARDS BENCHMARKING:** Give clients a more detailed assessment of where they stand compared with peers and develop a road map for improvement. Submit clients' data via an online tool, and within two weeks you'll receive a robust benchmarking report to identify, quantify, and close the performance gaps for one or multiple sites.
- **LICENSE BENCHMARKS ON DEMAND:** License custom benchmark data segmented by industry, revenue, geography, business model, and more. APQC will provide your firm with the blinded, calculated metrics from the available process areas or categories in summary (aggregated) or individual (blinded disaggregated) form.

## SOME OF OUR PROFESSIONAL SERVICES MEMBERS

- Accenture LLP
- Booz Allen Hamilton Inc.
- Capgemini India Pvt. Ltd.
- Deloitte Touche Tohmatsu Limited
- Grant Thornton International
- IBM Corporation
- Korn Ferry Advisory
- PricewaterhouseCoopers
- Rand Group

Click [here](#) to see how they use APQC resources.

	RAPID PERFORMANCE ASSESSMENTS	OPEN STANDARDS BENCHMARKING	LICENSE BENCHMARKS ON DEMAND
<b>DATA LEVEL</b>	High-level KPIs only	Detailed metrics for each functional area	Detailed metrics for each functional area
<b>EFFORT LEVEL</b>	Shorter assessment	Comprehensive assessment	Licensed access to data based on your specific needs
<b>VALIDATION TIME</b>	Four-hour validation/two-day reporting time (pending validation)	One-week validation/three-week reporting time	No validation time (no data submission requirement)/delivered in two days
<b>TOTAL TIME</b>	Two days (pending validation)	Approximately two-three weeks	Two days for delivery
<b>DELIVERABLE</b>	Summary report with industry, revenue, and geographic comparisons	Robust report with industry, cross-industry, revenue, and geographic peer groups	APQC provides the data based on your specific peer group requirements.



For more information about membership and services for professional services firms, contact **Cathy Hill** or **Katy Cook** at [psfirm@apqc.org](mailto:psfirm@apqc.org).