

# Drive Client Value With The Global Consulting Marketplace

Peter Rothman, COO,  
Marcum Technology



# WHY

is the Global Consulting  
Marketplace important?



# Helps Your Firm Wherever You Are Today

## 1. If you are beginning your consulting journey...

- The GCM brings solutions to fill in gaps, provide missing capabilities and/or help with lack of bandwidth
- Protects client relationships
- Enables your firm to play bigger with more depth

## 2. Once you've developed proven capabilities and capacity...

- Provides a friendly sales channel to create leverage and growth

# Helps Us Achieve LEA's Vision



## LEA VISION

To be known as the most collaborative global alliance



## COLLABORATION

Creating opportunities for members to work together

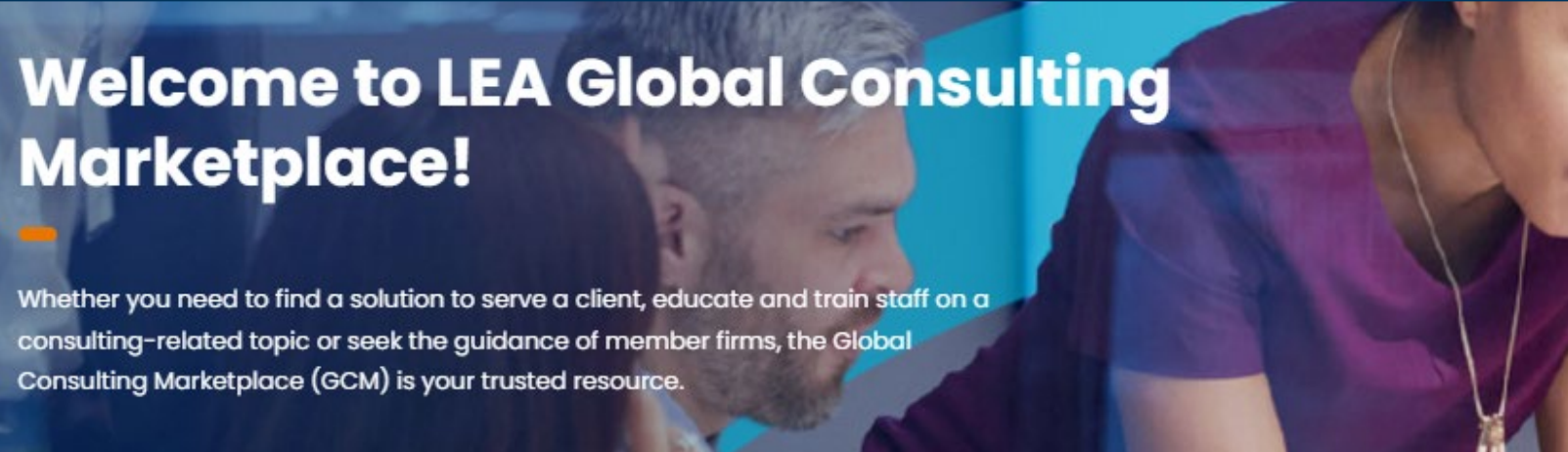


## GLOBAL CONSULTING MARKETPLACE

Access to unique and specialized capabilities



# How to Use the GCM to Grow Your Business



Search for a Provider to help meet a client need



### Find an approved provider

Looking for a specialized consulting service provider approved by LEA Global, click on the button to see all approved providers in LEA Global GCM.

[Find a provider](#)



### Access GCM resources

Here, you can access thought leadership resources from approved GCM providers

[Access resources](#)

Learn more about a specific service or topic

Need Help? Ask your peers for assistance



### Ask a question

Have a question you want to ask to a GCM approved expert? Click on the button below to access LEA Global's GCM discussion group.

[Access discussion group](#)



### Become an approved provider

If you have a unique or specialized consulting service that you feel would benefit other members, click on the button below to apply today.

[Apply now](#)

Offer a specialized service? Apply Today!

# Member Directory View

## Filtered by Approved GCM Providers

The screenshot displays the LEA Global Member Directory interface. At the top, there is a navigation bar with the LEA Global logo and links for About Us, News & Insights, Member Directory (active), Events, Groups, Member Resources, and Service Desk. A search bar is located in the top right corner. Below the navigation bar, the page title "Member Directory" is prominently displayed. A search input field is provided with the placeholder text "search for a firm by name or keyword". Below the search bar, there is a button that says "Or find a member firm employee by name".

The main content area shows "Displaying 10 firm results" and includes two view options: "Listing view" (selected) and "Map view". A brief introductory text states: "Our 130+ members are based all over the world. They all have a passion for sharing insights and leading thinking; to innovate, experiment and learn. Explore the directory below to see who's part of our community."

On the right side, there are several filter categories:

- Service categories** (+)
- Specialty service offering** (+)
- Location** (-)
  - Europe (+)
  - Middle East & North Africa (+)
  - North America (+)
- Languages** (+)
- Resource center approved** (-)
  - GCM

The main content area lists four member profiles:

- Anders CPAs + Advisors**
  - Location: St. Louis, United States (1 branch)
  - Services: ✓ Anders Talent - Recruiting Services, ✓ Healthcare Consulting, ✓ Technology Managed Services, ✓ Anders vCFO Services (Virtual Chief Financial Officer), ✓ Virtual CIO (Chief Information Officer)
- Bennett Thrasher LLP**
  - Location: Atlanta, United States
  - Description: For more than four decades, Bennett Thrasher LLP has provided clients with strategic business guidance and...
  - Services: ✓ Insurance Claims Services, ✓ RPA and Data Analytics
- Brady Ware & Company**
  - Location: Marietta, GA, United States (2 branches)
  - Description: Brady Ware & Company is one of the largest certified public accounting and business consulting firms in the...
  - Services: ✓ Strategic Valuation & Advisory Services for Biotech, SaaS and Intellectual Property, ✓ Litigation and Dispute Resolution
- HW Fisher LLP**
  - Location: London, United Kingdom
  - Description: HW Fisher is a top 30 UK chartered accountancy firm. We provide expert accountancy, audit, tax, corporate and...
  - Services: ✓ Contract Compliance

# GCM Approved Provider Profile

The screenshot shows the LEA Global Member Directory profile for HW Fisher LLP. The page includes the LEA Global logo, navigation menu, and breadcrumb trail. The main content area features the company name 'HW Fisher LLP', a brief description of their services, and a list of industry experience categories. A 'Contacts' section lists several staff members with their roles and titles. A 'Head office' section provides contact information including address, telephone, email, and website. A digital clock displays the current time as 17:49:27 on Monday, August 28, 2023.

## Global Consulting Marketplace

### Financial Advisory Services

#### Contract Compliance

### Contract Compliance

#### Service Overview

HW Fisher Contract Compliance is a professional service line that helps businesses ensure that they derive full value out of their key supplier and third-party relationships. It provides assurance and transparency over your extended enterprise, ensuring business continuity, as well as recovering money and lost profits from business partners.

By leveraging our forensic skillset and approach, HW Fisher Contract Compliance offers a unique service which goes beyond the traditional contract review and analysis and can be tailored to review any supplier and third-party relationship. We deliver measurable financial results as well as operational improvements by providing retrospective reviews of performance of suppliers and their contracts, real-time assurance by performing ongoing reviews of active relationships (which may be up for renewal), as well as prospective benefits related to cutting costs and improving the quality of procurement and contracting. The service includes a thorough review of the contracts and compliance status of third parties, as well as monitoring of their compliance over time. This is important because third party and supplier relationships can carry specific risks that can be different than a company's internal operations and require a tailored approach to mitigate and address them.

Additionally, the Contract Compliance service line can be tailored to the specific needs of a client and the industry they operate in. For example, in a heavily regulated industry such as pharmaceuticals or oil & gas, the service might include a review of the supplier's compliance with industry and/or country specific regulations.

#### Industry Focus

Energy, Oil & Gas & Natural Resources, Pharmaceutical

#### Team and Qualifications

Number of engagements performed over the past three years: 10+  
Number of resources dedicated to this service: 5+

#### Thought Leadership

- Contract Compliance



**Milan Vranic**  
Director - Contract Compliance

Telephone  
020 7388 7000

Email address  
mvranic@hwfisher.co.uk

[View biography](#)

[Find out more](#)

#### Languages spoken

English

#### GCM Champion(s)

Milan Vranic

Telephone  
020 7388 7000

Email address  
mvranic@hwfisher.co.uk

# GCM Approved Services

## 25 and counting!

MANAGEMENT CONSULTING SERVICES
Business Coaching
Export Advisory Services for Fast-Moving Consumer Goods
Healthcare Consulting
Recruiting Services

OUTSOURCING SERVICES
Virtual CFO
Virtual CIO
Virtual Security Operations Center

FORENSIC & LITIGATION
Insurance Claim Services
Litigation & Dispute Resolution

TECHNOLOGY CONSULTING
Analytics & Reporting
CMMC Readiness Services
Data Assessment
Data Visualization
Enterprise System Selection
Intelligent Prism - Audit Analytics
IT Assessments
Machine Learning/AI
Managed IT Services & Staff Augmentation
Managed IT Services for Auto Dealers
RPA & Data Analytics
Technology Managed Services

TRANSACTION ADVISORY
Business Restructuring
Strategic Valuation & Advisory Services

FINANCIAL ADVISORY SERVICES
Contract Compliance

RISK ADVISORY SERVICES
SOC Readiness



# How You Can Help Make the GCM Successful

- **Identify a GCM champion** within your firm to help drive usage
- **Collaborate** with a Service Provider via the GCM to serve your clients' needs when you don't have the capability or bandwidth
- **Apply** to become an Approved Provider if you offer a unique or specialized service

# Our Speakers Today

COMPANY	SPEAKER	SERVICE
Keiter	<b>Subhash Jaini</b> Managing Director	Machine Learning
Marcum	<b>Waqqas Mahmood</b> Director of Strategic Consulting	IT Assessments & Enterprise System Selections
Anders CPAs + Advisors	<b>Christy Buchanan</b> Director of Strategic Growth	Virtual CFO Services

