

SCIENCEWORCS PUBLICATIONS

P e r s p e c t i v e s

[pə(r)'spektiv]

sense of things in proper
relationship to each other

Scienceworcs' Cat

**WE KNOW NOTHING WITHOUT
MEASURING**

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WE KNOW NOTHING WITHOUT MEASURING

[03]

Management consultants are considered "know-it-alls" of business. But are they really? Not just since Erwin Schroedinger we know that we know nothing as long as we do not measure. Thus, if we, as consultants, want to create management knowledge, we must first and foremost measure. This is not a problem for most of our industry as long as it is about the client. The client's results are measured as evidence of failure, weakness and potential for improvement.

But when it comes to consultant performance, the zeal of measure often stops at the input values - "Times & Material". Consultants measure their time and write an invoice. So, a client feels like Schroedinger's cat every now and then. It is not well known whether the work was actually successful, to what extent the consultant has fulfilled his mandate and whether the investment will eventually pay off.

It doesn't have to be that way. Because in times of Digital Anywhere, we can also measure the consulting performance quite precisely! This is how it works:

1. Measuring the past: We look for and measure hidden potentials in the operational mass-data of the business - that is, we make predictions about

how the bottom line will improve when certain measures are implemented.

2. Measuring the future: We are building a "digital twin" of a measure with all important predictions and parameters between potential and bottom line for control. In this way, we also measure our work result, including the predictions down to the bottom line - today, tomorrow, the day after tomorrow, etc.

Because this works quite well, we bill our work only as a share in the results achieved - not just for Procurement projects, but everywhere throughout the primary value chain!

This is what we call „Profit as a Product“. Measure us by it!

The Theron Advisory Group has been advising several large international corporations as well as the most successful mid-sized companies on strategic and operational issues competence-driven, versatile, and efficient since 1993.

Theron SCIENCEWORCS is the Group's unit focused on data-based decision support and implementation guidance for energy-dense industries.

SCIENCEWORCS combines the experience of more than 30 years of management consulting with the leading-edge data science techniques.

SCIENCEWORCS delivers industry-specific, reliable, and tangible results by combining industry domain expertise with the pragmatic application of practically proven data analytics methods and tools to assess and improve your business opportunities

Meet the best performing strategists in energy-dense industries.

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