

The Value of Consulting

Conceptual Model

In order to answer Question 3 in *The Value of Consulting* report, the MCA developed a conceptual model to explain the value consultants add to client organisations. This model categorises consultants' contribution under three headings: the knowledge they bring, their ability to help deliver projects and the skills of individual consultants. This model helps to show how the use of consultants can result in cost savings, increased return on investment and other benefits for client organisations.

