



IT & E-Business Consultancy

July 2007

If you need IT or E-Business consultancy, how do you start looking for the right people to assist your business?

We obviously hope you'll chose to work with us at 360e, but whoever you decide to work with, it's important that they can demonstrate the skills you need.

Our E-Business Advisers detail what you need to look for:

1. Finding the right advice for your firm

If you want to maximise the benefits that your firm can get from IT and E-Business, you need to talk to someone who can fully understand your business and its needs.

Finding that person can be difficult. We have listed below ways of finding the right person for the job...

2. Institute of Business Advisers (IBA) (Now known as the Institute of Business Consulting - IBC)

The Institute of Business Advisers (IBA) is a non-profit making Professional Institute for Business Advisers, Mentors and Trainers who specialise in helping small firms.

IBA members are qualified to give the highest quality advice to the owners, managers and directors of small and medium sized enterprises.

Different IBA members offer advice on a whole range of business related issues - including some who specialise in IT and E-Business issues.

The IBA Code of Conduct requires members to maintain objective, professional standards and protect the legitimate interests of their clients.

Institute of Business Advisers members are:

- Formally accredited and hold individual certificates.
- Required to hold Professional Indemnity Insurance (PII)
- Qualified by practical business experience, training and on-going Professional Development.
- Available to provide confidential advice and assistance.
- Licensed by the Office of Fair Trading for credit brokerage and debt counselling, if that is relevant to the work that they are engaged in.
- Able to access national sources of information and contacts to meet client needs.
- Able to provide a comprehensive range of professional and business skills and experience.
- Available to all small and medium sized enterprises - from sole proprietors to limited companies

The IBA web site at www.iba.org.uk provides a searchable online directory of advisers across the UK.



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3. East Midlands Regional Business Link Consultants Brokerage Register

The East Midlands Business Links organisation has set up the East Midlands Business Link Consultants Brokerage Register to replace all previous accreditation, registration and listing services used by different Business Links and other business support agencies across the East Midlands.

This register covers a broad range of consultancy, including those relating to IT & E-Business.

It is designed to help Business Links and other bodies offer their customers a choice of appropriate quality assured consultants to meet any needs identified.

The Business Links' role is to act as a broker to appropriate support and guidance for their customers.

Their advisers work with companies to diagnose their short and long term needs and agree a plan to improve the business. When appropriate, external expertise will be brought in to deliver aspects of the plan.

Business Link staff, acting as project managers, ensure the agreed actions are delivered and seek feedback on the success of projects from customers and enter this onto the register.

Web Site: www.embrokerage.co.uk - but you will need to speak to a Business Link Adviser, who will be able to access this site on your behalf.

4. East Midland eBusiness Club

The eBusiness Club is a virtual support network, designed to help firms make the best use of IT and E-Business to boost business performance.

The eBusiness Club web site provides information, links to events and advice on topics like web marketing and trading, security, hardware and wireless and mobile working.

It is geared to help take the confusion out of ICT and help you do better business.

Whether you are new to using ICT or already an expert; a new start-up business or already well established, the eBusiness Club is there to help your business.

It is recognised that not knowing where to go for IT and E-Business help in the first place is a major barrier for businesses, so the eBusiness Club web site provides information, events and advice including a number of FREE services to businesses including:

- Advice, support and guidance from a network of eBusiness Club experts.
- Access to a reliable list of ICT suppliers.
- Sharing of expertise with other businesses and a specialist network through the forum.
- Access to any regional funding available to help develop your IT & E-Business capability.
- A comprehensive listing of eBusiness events in the East Midlands.
- Updates on What's New in ICT.

Web Site: www.ebusinessclub.biz



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5. Other accreditations to look out for:

There are many accreditations that IT and E-Business consultants may hold. Some of the more common ones are:

MCSA - The Microsoft Certified Systems Administrator qualification recognizes IT professionals who implement, manage, and maintain network and system environments based on the Microsoft Windows Server operating system.

MCSE - The Microsoft Certified Systems Engineer qualification is the premier certification for professionals who can successfully design, plan, and implement a network infrastructure, "Active Directory" – based infrastructure, and client deployment on the Microsoft Windows Server 2003 platform.

Additionally, degrees in E-Business, web design and E-commerce are also becoming more common too.

PRINCE2 qualifications – PRINCE2®, which stands for **Projects in Controlled Environments**, is a project management method covering the organisation, management and control of projects.

PRINCE® was first developed by the CCTA, (now part of the Office of Government Commerce OGC) in 1989 as a UK Government standard for IT project management.

6. How are 360e staff accredited?

360e staff are members of the IBA (IBC), and 360e Ltd itself is listed on the East Midlands Brokerage register.

360e staff also have formal PRINCE2 project

management qualifications, as well as having other academic and experience based qualifications, proven skills and many years experience in IT, E-Business and in general business management.

360e is also listed on the ebusinessclub.biz web site - and were commissioned to write many of the Fact Sheets on that site.

7. Useful Links

www.iba.org.uk -
Institute of Business Advisers web site

www.embrokerage.co.uk
East Midlands Brokerage Register

www.ebusinessclub.biz -
East Midlands eBusiness Club web site.