

## Newsletter – November 2011

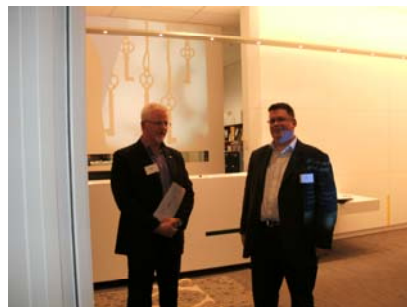
### Events

Highlights of regional events since the last newsletter are:

#### August

##### Auckland

**Philip Whitmore** is a Director within **KPMG's** Risk Advisory practice, and leads KPMG's Security and Forensic Technology service line. He is recognised as an industry expert on IT security.



Gordon Shaw with Phil Whitmore (right)

Phil gave a very enlightening (and scary) presentation about risk management for your office and computer systems. He highlighted a whole raft of issues including the fact that passwords and encryptions **pose literally no barrier** to someone who has a little knowledge and an intent to get into your system or office. As part of his job description Phil is commissioned by clients to break into their office and computer system and he claims he can generally get into the office **without any damage** in less than 10 minutes and into your computer in a similarly short time.

Does your receptionist have a file on her computer called 'passwords'?

This session certainly gave us all a lot to think about.

## Wellington

**Paulene Crook** facilitated a session on **Growing Management Consultants from the Ground Up**. Paulene has managed a range of business projects and management interventions.

Paulene used a mind mapping approach to show links among different competencies and professions and spark discussion on potential pathways to management consulting. There was a lively discussion about what distinguishes management consulting from project management, management analysis, business analysis and other disciplines. The session also shed some light on possible pathways into the Institute from management or analytical roles and where such a transition might not succeed.

Thanks to Wellington Institute of Technology for providing the venue and to Hague Consulting Ltd for providing refreshments.

## October

### Auckland

**John Pearce** of Analytica disclosed a lot of fascinating statistics surrounding studies undertaken on the impact on our society (financially and socially) of child deprivation. The differentiation was made between the much used phrase 'child poverty' and how it was more accurate to refer to it as 'child deprivation' in terms of life experiences and the longer term impact of this.



David Taylor (right) introduces John Pearce

Although the study focused on the potential outcomes of diverting funding to this initiative, it didn't actually seek at this point to provide solutions. One current pilot scheme which was commented upon as obtaining results was intervention via parents in the first 1000 days of a child's life. It focused on such simple directives as changing parental behaviours to provide increased encouragement, positive feedback and verbal interaction to the child within the first three years of life.

When the floor was opened to comment it resulted in some animated discussion on other possible solutions. The challenge was put to management consultants/business owners to do their part in contributing towards adding enrichment to children who would otherwise suffer from deprivation of experience.

## November

### Wellington

Marketing ourselves locally, nationally and globally - new initiatives from IMC New Zealand & ICMCI

**Phil Guerin** provided an update on the new IMC New Zealand website, pointing out the new Consultant Search function and its visibility to search engines, the new page on global links, links to the Consulting Skills Framework which will become operational in the New Year, and elements of the new design and image. It was pointed out that the website is in its infancy and there will be more content added. It will also be used as the foundation for future initiatives and partnership opportunities to build the IMC New Zealand brand.

The meeting was informed of discussions at the ICMCI conference in Taiwan, attended by our President, Gordon Shaw, and progress on the breakthrough strategies including international recognition of the CMC certification process by ISO and IAF. Phil showed members the new Global CMC website and advised that there would be further developments soon to add value for CMCs globally.

Phil also talked to members about a range of initiatives under way to provide greater value to members and help double the size of the Institute in the next two years. These include:

- Partnership with a university to strengthen our professional development programme and provide a secure meeting venue and a higher profile;
- Partnership with another organisation to offer greater benefits to CMCs and raise the profile of the Institute;
- Negotiation of reciprocal meeting discounts and other benefits with other professional institutes;
- Initiatives to generate more consulting opportunities for members through the Institute.

Thanks to Transpower for providing the venue.

Thanks are extended to the following for their contribution towards the various events:

Hague Consulting Ltd/Phil Guerin	Event Organiser & Refreshments
Morrison Low/David Taylor	Venue Host
Transpower/Rob Sewell	Venue/Organisation
Middlebank Consulting Ltd/Alan Win	Refreshments
Key 2 Health Ltd/John Barley	Refreshments

All our speakers and attendees

## New Members

We welcome to the fold new members:

- Tiz Davy (CMC)
- Terry Hoskins (CMC)
- Tattianna Picoaga (Affiliate)
- Wendy Bruce (Affiliate)
- NZ Business Excellence Foundation (Corporate Affiliate)



Tiz Davy (centre) receives her certificate from Gordon Shaw (IMCNZ President) and Allison Dobbie of Auckland Libraries



Terry Hoskins (left) receives his CMC certificate from Gordon Shaw

## Website Upgrade

At this point we wish to thank all those who have contributed a website levy or donation towards the cause. Also a big thank you to David Taylor who has underwritten the initiative.

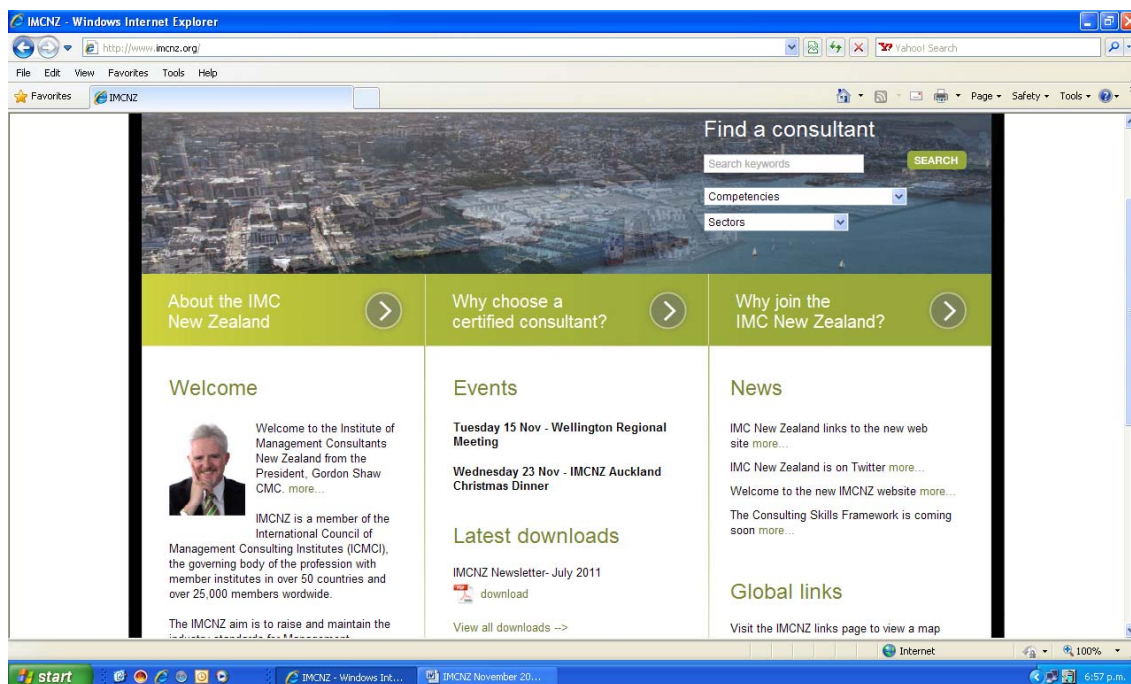
For those who have visited the site we trust that you will be as excited about the upgrade as the rest of the IMC New Zealand council team. There are still some minor fine tunings to be done as the site is carefully reviewed, but to date feedback from members has been overwhelmingly positive.

Now that Phase 1 of the process has been implemented it paves the way for a number of other initiatives which provide revenue and/or added member benefits.

Now that we have a more credible site we will be putting in place a longer term initiative to educate purchasers of management consulting services to recognise CMC registered consultants as the first option in the recruitment process.

It is therefore important for **CMC's to ensure that they have their information fully loaded onto the new website as a matter of priority** to ensure that the database of CMC members is as comprehensive as possible and to ensure that your name is in the hat when it comes to potential contract opportunities that may arise from this initiative. If you require another copy of the information template please email Suzanne on [info@imcnz.org](mailto:info@imcnz.org).

Go ahead and take a look at the site - [www.imcnz.org](http://www.imcnz.org). Gone is the tired 1970s look - IMC New Zealand is officially geared for the 21<sup>st</sup> century!



## IMC New Zealand is also on Twitter

IMC New Zealand has a twitter presence so for all of you tweeters out there please follow at [www.twitter.com/imcnz](http://www.twitter.com/imcnz) or @imcnz

## IMC Silver Anniversary

In 2012 ICMCI, our global body, will be celebrating its Silver Anniversary. We look forward to including the celebration in our calendar of events for the coming year.

## Collaborations

Collaboration with strategic partners remains a priority for IMC New Zealand in order to maximise our resources and provide value to members.

We continue to work with **IMC Australia**. To date a significant benefit is the Professional Indemnity Insurance **ProPak** through our insurance partners, **JLT**. Our contact at JLT is **Deb Fisher (Phone 0800 895 376)** and we encourage you to contact her directly should you have any specific insurance needs.

Our President, Gordon Shaw, was recently invited to speak at the IMC Australia annual conference last month and there are plans afoot to collaborate on future joint events.

Please **note mid-November 2012 in your diary now** for the next IMC conference is Sydney Australia. Once the date is confirmed we will let you know. There will also be opportunities for IMC New Zealand members to submit proposals for speaking at this event.

In addition we now have an association with [www.bpir.com](http://www.bpir.com). BPIR is a provider of benchmarks, best practices, tools, networking and more resources for improvement and business excellence. At this point in time BPIR welcomes the submission of case studies from IMC New Zealand members for its resource database. This essentially helps BPIR keep their resource up to date, whilst providing profile for IMC New Zealand and the publishing members. **So if you have a case study you would like to submit, please forward to Suzanne at [info@imcnz.org](mailto:info@imcnz.org) so that she can process the submission for you.**

## Taiwan Congress

Gordon Shaw (President) is thanked for attending the 2011 ICMCI Biennial Congress Taipei. 5 – 8 October 2011 on behalf of IMC New Zealand. The Congress is held every two years and for 2011 it was held in Taipei. Whilst there Gordon headed the process for our 3 yearly IMC re-assessment process which entails a large amount of advance footwork. The Congress provides a valuable opportunity to undergo the required re-accreditation with assessors on site, rather than paying for two assessors to visit New Zealand

In addition there were a number of positive outcomes from the meeting and it is noted that as one of the initial 14 signatures on the founding of ICMCI, although small, IMC New Zealand is well respected and our opinion is sought after in regard to important decisions.

The Biennial Congress saw the changeover of ExCom and the culmination of a portfolio of work which coincided with the two year appointment term. A wide range of projects were addressed, not just those which formed part of the Breakthrough Strategy. The major focus was on progress of the strategy projects and the delivery timeline over the next few years, depending on resources.

One of the more significant challenges confronting ICMCI has been the ideas/action gap. To facilitate productivity, ExCom engaged a project coordinator to improve committee workflows and deadlines.

During the Congress wrap, trustees affirmed the direction and importance of the Breakthrough Strategy and agreed that there were too many ideas to act on all of them. This meant prioritisation of those with the highest values. Six focus areas were assessed as achievable in the short term:

1. Attraction of Large Firms to IMC's at national level
2. Recognition of Management Consulting Services by legal definition as a profession in EU
3. Attainment of ICMCI/IMC's as scheme owners (CMC), as a standards body (ISO 17024/17011) and as an accreditation body (IAF/ISO/ICMCI/IMC) for MCS standards

4. Global brand strategy for CMC that feeds into IMC's
5. Upgrade ICMCI Secretariat with Executive Director and annual budget (€500,000) in three years
6. Greater support for small IMC's for their survival, better member growth and funding options

The meeting dialogue which reflected open and honest opinion, combined with the promise of new leadership, created a new sense of hope amongst the trustees that the general direction of ICMCI was on track, underpinned by realistic priorities and the acknowledgment that hard work will be necessary to ensure a sustainable result.

Debate at the sessions was more rigorous and was supported by informative briefing papers which facilitated planning for conclusive outcomes and more modest targets. ExCom as the management committee, was now more accessible and operations more transparent. Trustees expressed a stronger faith in the capacity of ExCom to provide the leadership necessary to drive change which would be evidenced by productivity and tangible outcomes.

All documents from the congress can be viewed at:  
<http://www.icmci.org/library&collectionId=17660720>



Gordon Shaw with incoming ICMCI chair, Mr Francesco D'Aprile, at the opening ceremony.

## Web Advertising

Along with our new website we now have an even more positive platform for advertisers and an increased number of advertising spots.

- \$400 + GST per annum per banner advertisement.

You will notice that the rotating format ensures that the site remains uncluttered whilst giving all advertisers equal exposure.

Should you wish to advertise a non-static product (ie training courses which change each month) we have the ability to alter text as required at no additional cost.

Consulting opportunities will soon be able to be uploaded to the website by clients for circulation to members for a fee of \$200 plus GST. In the meantime any opportunities can be emailed to Suzanne Barley [info@imcnz.org](mailto:info@imcnz.org).

If you are interested in advertising please contact the Suzanne Barley [info@imcnz.org](mailto:info@imcnz.org).

*On behalf of the IMC New Zealand Council I wish all of our members and supporters a happy and safe Christmas and New Year. 2011 has been a great year for IMC New Zealand and I look forward to our exciting programme in 2012..*

*Regards Gordon Shaw  
CMC President IMC New Zealand*

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*Current Council Members*

President, Gordon Shaw	<a href="mailto:gordon@sacnz.co.nz">gordon@sacnz.co.nz</a>
Alan Win, Immediate Past President	<a href="mailto:alan@middlebank.co.nz">alan@middlebank.co.nz</a>
Phil Guerin, Vice President	<a href="mailto:phil@hague.co.nz">phil@hague.co.nz</a>
Geoff Lee, Treasurer	<a href="mailto:Geoff.Lee@xtra.co.nz">Geoff.Lee@xtra.co.nz</a>
Raymond Tan, Auckland	<a href="mailto:mrtan@xtra.co.nz">mrtan@xtra.co.nz</a>
Malcolm Billington, Auckland	<a href="mailto:mbillington@CFOpartners.biz">mbillington@CFOpartners.biz</a>
Lilian Lawrence, Blenheim	<a href="mailto:catsltd@gmail.com">catsltd@gmail.com</a>
David Taylor	<a href="mailto:d.taylor@morrisonlow.com">d.taylor@morrisonlow.com</a>
Suzanne Barley, National Secretary	<a href="mailto:info@imcnz.org">info@imcnz.org</a>