WHAT TO CONSIDER BEFORE HIRING AN IT CONSULTANT
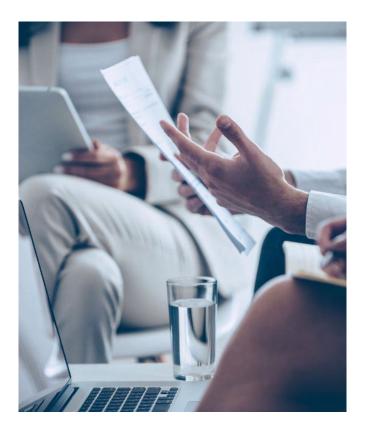
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RESULTS
TECHNOLOGY

As your organization thrives, your needs will often undergo dramatic changes. Maybe you've experienced tremendous business growth after careful and strategic planning, and now you're faced with the dilemma of upgrading your technology while not being prepared to take on a full-time CIO or IT director.

Rather than being left behind in uncharted territory, you may want to consider the help of an IT consultant. An IT consultant steers companies through change by making strategic technology recommendations to help them succeed. When your company needs specialized knowledge and skills your internal team lacks, bringing someone on board full-time may not always be necessary.

An IT consultant is a great solution for a team in need of specific technical guidance but who may not have the time or expertise to take on the planning and maintenance themselves. If you're still on the fence about whether or how to hire a new partner to fulfill a strategic IT role, ask yourself these questions to help make your decision.

THE RIGHT TIME TO HIRE AN IT CONSULTANT

According to IDC, IT services revenue in the Americas is expected to grow 3-4% annually through 2020.

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There are many reasons you may need an IT consultant, whether it's to provide training on new technology, give an unbiased review of your processes, or make third-party recommendations to boost your results. But where do you start when hiring an IT consultant is your next step?

Here are the top questions to ask yourself to gain insight into the hiring process and avoid making costly mistakes:

DOES THE IT CONSULTANT HAVE EXPERIENCE WORKING WITH YOUR BUSINESS SIZE AND INDUSTRY?

Before working with an IT consultant, find out if they have experience working specifically for companies of your size and industry. For instance, an IT consultant who spends the majority of their time working with large Fortune 500 and enterprise-level organizations may not necessarily have the type of expertise or service model to support a small to mid-size business (SMB).

Additionally, an IT consultant who typically works with financial companies may not have the right experience to understand the technology needs of a manufacturing firm. A good IT consultant will answer honestly to make sure the fit makes sense for everyone, so it pays to do your research and make sure they can offer solutions for your industry and business size.

DOES THE IT CONSULTANT HAVE EXAMPLES OF THEIR PREVIOUS WORK?

Ask about the actual work accomplished for other companies to help you gauge the results of an IT consultant's guidance and expertise. With real-world samples, you can gain a better understanding of the quality and scope of their work. Have your IT consultant prove their abilities to you – not just talk about them.

HOW WELL DO THEY COMMUNICATE AND WORK WITH OTHER PEOPLE?

Your IT consultant is someone you'll be working with on a frequent basis so find out how they are able to articulate and convey information clearly and accurately. An effective IT consultant must be both businesses- and tech-savvy as well as possess great communication skills. They should be able to share their technical knowledge in terms of business value and be comfortable working collaboratively. And it will give you confidence in moving forward to know about their process for gathering feedback and keeping you informed.

CAN THEY MEASURE THEIR RESULTS?

Before hiring an IT consultant, make sure they can measure and track their work as well as measure system performance and results. When it comes to IT project delivery, from installing a new application to carrying out system upgrades, make sure there are agreed metrics in place to ensure proper delivery that meets your goals, including fulfilling time and budget requirements.

OUR CONSULTANTS HAVE YOUR BACK

Hiring an IT consultant for a critical task or project to drive your business is often more cost- and time-efficient than hiring a full-time employee to train and oversee. We have seasoned IT pros with experience working in multiple industries, the skills to work on critical IT tasks that will boost your performance, and the commitment to quality and communication that ensures mutual success. Give us a call today to see how we do it.

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