

What consultancy really is? A guide for software people

The consultant...



- Has large experience in their area of expertise
- Analyses specific cases and provides custom solutions
- Advises in regards to the provided solutions



Trainer vs Consultant



- Teaches generalities
- Doesn't analyze a client's solution
- Doesn't provide solutions for specific cases



- Provides custom solutions
- Roughly analyzes a client's solution.
- Provides multiple solutions and advises for each.



Developer vs Consultant



- Implements a solution.
- Might not have large experience in a certain technical area.

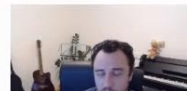


- Rarely works on the solution.
- Needs to have large experience in a certain technical area.

Charges for time spent...



Usually doesn't charge for a solution.



Why is a consultant costly?

Because you pay for what they learnt throughout past years and not really for the time they spend with you now.

