



How We Are Different

FIVE CIRCLE CONSULTANT



As a consulting company, we are in the customer service business. When asked how we differentiate ourselves from our competitors, we would like to say, "It's our people that make the difference," because that's what we believe. Unfortunately, that's what everyone else says too, so in an effort to distinguish ourselves, we actually look more like the others with this claim. However, many client service companies can't give you a good, concrete example of how they are different. We can.

Many consulting companies sell you highly experienced resumes and then staff your project with the junior-level consultants that you end up having to train. CDG doesn't work that way. We submit very experienced, uniquely qualified senior-level consultants and have them interact with the prospect during the selection process. They immediately begin consulting and add value from the very first meeting. This builds credibility with the prospect and earns trust. These are what we call Five Circle Consultants.

The premise behind the Five Circle Consultant is that each of them has five critical attributes that enable them to succeed on projects (compared to the typical consultant with one or two of these attributes). These attributes include:

- Product Knowledge
- Business Knowledge
- HRIS Knowledge
- Consulting Skills
- Client Knowledge