



ENCONSULT RESOURCE SOLUTIONS

Customer presentation

This presentation

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Who we are

- Enconsult provides ICT services in the field of infrastructure, end-user and application management.
- We do this by being your outsourcing and near-shoring partner, and delivering projects, resources and support.
- At Enconsult we are transparent and always want to keep learning. We are inventive and have fun together.



Mission

- To relieve small and medium enterprises from daily burdens on IT management.
- By providing low-cost easy-access resources and solutions.
- With a team of dedicated, educated and motivated experts.
- While maintaining the team spirit by the concepts of earning, learning and simply having fun.





Create a real win-win-win situation



Customer

competitive rate,
motivated workers,
no hassle



Co-workers

uniform base salary, two choices for all

- high-gain / high-base

transparent bonus system

- 50% - 70% of market value exceeding 2x base salary



Company

fixed margin,
focus on growth,
base for stability

Customer

- Outsourcing
- Nearshoring
- Projects
- Resources
- Enrollment made easy
- Customer proposal





Let Enconsult manage your supporting applications

- Application managers on subscription basis:
 - You buy a number of days, and we will provide you with an expert.
- Application management:
 - We agree upon a fixed monthly rate for managing your application.
 - Scope can be adjusted to your requirements.
- Support:
 - Access to our Competence Center for 1st and/or 2nd line support or 'ad hoc' issues.
 - Training, troubleshooting and solution management.
 - Supporting managers, key users, or all users.
 - Depending on your needs.



Near-shoring

Get experts in your team to speed up progress

- Hire any resource profile from our pool.
 - Attractive rates.
 - Fully remote only.
 - Within European time-zone.
- Make our expert part of your team.
 - Team lead.
 - Incident solver.
 - Problem / Change analyst.
 - Incident/problem/change manager.
 - Manage the progress, not the content.
- Get the dream-team you want.
 - Using Enconsult only where you need it



Projects

From deployment to migration until decommissioning. Of applications & processes.

- The implementation of a new tool has a significant impact on every organization.
 - The new tool, the existing processes as well as the desired working methods must be united with each other. That's not easy.
- This requires attention, understanding, coordination and perseverance.
 - Capacity must be made available for the realization of the new design, as well as for the new working method. That, in the perception of employees, is “added” on top of the already full agenda.
 - Enconsult offers operational support by our outsourcing or nearshoring services.
- Enconsult works together
 - With our software partners, as well as locally based consulting partners.
 - Always tailored to deliver the best project results.



Keep your organization up and running under your own control

- Enconsult does provide different experts.
- This allows you to find the temporary resources you need for your organization.
- They are generally only available to work fully remote.
- What is the difference with near-shoring?
 - These resources are NOT managed by Enconsult on content.
 - They are 'simply' made available to your organization.
 - They are not organizationally linked to our Competence Centers.
 - They DO have the accreditations you require.
 - They are as motivated as any other colleague from Enconsult.
- And this all at very competitive rates.



Customer:

Enrollment made easy

- Describe coworker task
 - Set a base rate per hour
 - Determine a bonus rating
 - Set a contract duration
 - Select the right coworker after the interviews
-
- Start realizing tasks



Customer proposal

Example

- Describe coworker task
 - Task A / Task B
- Set a base rate per hour
 - 50 DH Task A / 60 DH Task B
- Determine a bonus rating
- Set a contract duration
- Have interviews and select
- Start realizing tasks

Activities	Task A	Task B
Base rate	50 DH/hour	60 DH/hour
Bonus rate	5 DH/sale	10% sales in DH
Days worked	26	26
Bonus result	400 sales/month	60000 DH/month
Total	9550+2000 DH (60,47 DH/hour)	11460+6000 DH (91,41 DH/hour)

Company

- Company Values
- Enconsult Competence Centers
- Application Trainings and Workshops
- Support is our profession





Company Values

They matter to us

- Focus on growth and stability
 - Growth of 5-10 co-workers per year
 - Coworker retention target of 90% per year
- Active participation of coworkers is promoted in all area's



Enconsult Competence Centers

How we do it

- We ourselves run our own TOPdesk tool.
- This allows us to:
 - Manage our workflow on customer issues.
 - Maintain our own knowledge base.
 - Easily coordinate third line support with our partners.
 - Work efficiently by reusing knowledge within our organization.
- And:
 - Integrate with the customer's own service-desk
 - Report our work in a very transparent way.



Application trainings and Workshops

Another service from our Competence Centers

- Trainings on the applications we support are provided by our partners.
 - This makes sure that there is no watering down of info or delay in information.
 - Courses are always up to date.
- Follow up on implementing what is learned is where Enconsult comes in.
 - By combining our knowledge about the customer's business, our expertise at hands-on management, and our available experts, we can provide follow up workshops to directly start implementing what was learned.
- We relieve the organization of some of the operational activities.
 - By (temporarily) using our outsourcing or nearshoring solutions, we can often facilitate the buy-in from the organization by preventing double workload due to operations AND change management.



EnConsult

Support is our profession

And our passion!

- Simple contracts
- Fast administration and billing
- Transparent conditions
- Compliance with regulations ensured
- Coworker social security and insurances covered

- Our support: Anywhere, anytime

Our partners



Contact Us

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