



Working With Quay Consulting

OUR CAPABILITIES

WWW.QUAYCONSULTING.COM.AU

 **Quay Consulting**
YOUR ADVANTAGE

Quay Consulting is a boutique project consulting and delivery business that specialises in helping clients gain traction in delivering positive change.

We believe that change has the power to transform for the better, but change does not come easily for most organisations and cultivating transformative change is challenging to get right.

Quay brings a high-level consulting and collaborative approach to delivering change via tailored knowledge, professional project management and delivery, peer-to-peer knowledge transfer, and capability uplift in each client engagement. We provide a high standard of care within a robust assurance framework.

In broad terms, our engagements typically take three forms:

- **Low-risk, light-touch diagnostic** to help clients take stock and get traction with their project and program agendas.
- **Joint taskforce initiatives** where Quay's professional consultants are embedded into the client to help deliver project outcomes and support capability uplift.
- **Outsourced initiatives** where Quay takes on prime responsibility for working with the client and vendors to achieve practical outcomes through project planning and execution.

We work within three distinct segments:

- Organisations that are **planning new project initiatives or major transformational change** and looking for an advisory or delivery partner.
- Companies that are **struggling to get traction with an existing program** and are looking for independent review, fresh ideas and execution support.
- Organisations that are looking to **turbo-charge their existing project efforts with an injection of expert resources**, networks and capability uplift.

Our Difference

Quay Consulting is committed to making a positive difference in the projects landscape, helping our clients transform strategy into fit-for-purpose project delivery.

How we are different:

- **Technology, vendor and system integrator independence**, which allows us to recommend the best technologies and partners without conflict.
- A **robust, quality assurance framework**. All projects and consultants are supported by an independent quality assurance process to ensure project success.
- **Values-driven standards in the way we engage our clients**. We are open and honest in our relationships, we are highly values-driven (authenticity, trust, integrity) and we openly share our knowledge and thought leadership.
- **A practitioner-led model**. Quay's principals each have over 20 years' experience delivering and turning around complex strategic change and technology programs and our consultants have significant experience working in senior project roles. [Comment about practice leaders needed?]

- **End-to-end expert project support.** Our business model is designed to synthesise the diverse set of disciplines needed to deliver a complex program agenda. In addition to our core team, Quay's 300 project consultants allow us to quickly mobilise the right project resources with the right cultural and functional fit.

Our Business Model

The Quay Consulting business model has been specifically designed to ensure outcomes exceed expectation through a tailored and collaborative approach. You can expect:

- An independent and trusted view on how things are really going
- Seamless integration of the core skills needed to drive complex project agendas (from strategy through to implementation).
- Seasoned professionals who combine sophisticated project skills with sound judgement based on a wealth of practical experience.
- A preference for leveraging and developing your internal resources (where available), complemented where needed by Quay's network of consultants.
- The ability to 'drop-in' an expert project resource at short notice.

Our Engagements

We have successfully delivered major programs of work for a number of blue-chip clients, including:

- IAG
- Macquarie Bank
- APN News and Media
- NAB
- News Limited
- MLC
- Stockland
- Transport for NSW
- Veda
- Mission Australia

* [References available](#)

Our Story

Michael Bolton and Rod Adams established Quay Consulting in 2006 with the firm belief in the power of positive change and a desire to see better project outcomes for clients.

A decade later, this vision has seen the business grow into a unique high performing team of professionals with a wealth of consulting expertise, a high level of care and quality assurance, backed by real-world, relevant knowledge and the resources to create project delivery environments aligned to client capability and project demands.

Quay's collaborative approach ensures that clients are fully engaged and empowered throughout the project lifecycle. Rod and Michael are highly respected industry speakers and contributing authors to Trends in Project Management Volume 1, published November 2015.

Quay Consulting was included in the BRW's Fast 100 growth companies for 2011, 2012 and 2013.

Quay Leadership Team



Rod Adams
Principal

Rod has over 15 years' experience in the Information Technology and Finance sectors. He specialises in Project and Program Management, having delivered large transformational projects and programs of work.



Michael Bolton
Principal

Michael has held senior management roles in International IT companies including International Vice President of Finance and International Managing Director for Global Distributors BI solutions.



Mike Kaye
Principal

Mike Kaye is recognised internationally for his ability to synthesise strategic thinking, innovation and complex project delivery to reinvigorate growth and inspire change.



Orla Kassis
Director of Business Strategy

Orla Kassis joined Quay in 2008 as Director of Business Development, bringing with her an extensive background in steering young and growing businesses through rapid growth.



Brad Kane
Senior BDM

Brad joined Quay in 2013 and is passionate about working with Quay's clients to define innovative and sustainable ways of delivering success.

Our Clients



Contact Us

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