




# About Quay Consulting

OUR CAPABILITIES



Quay Consulting is a project management consultancy specialising in PMO services, project assurance, project delivery, change management and workforce management.

Quay is a results-driven consultancy who engage highly skilled senior professionals to ensure that our clients see optimal return on investment from their projects.

We design our project initiatives so that each is set up for success, with the right people, processes, systems, governance, and structures in place from the outset.

## 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 through:

- **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.
- **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 diverse 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 Story

Michael Bolton and Rod Adams established Quay Consulting in 2006, a Sydney-based consultancy 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 leaders and contributing authors to *Trends in Project*

*Management Volume 1.*

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

### Consulting Services

Project Management Office

Project Consultancy

Project Management & Delivery

Capability Uplift

Workforce Management

### Delivery Services

Project Assurance

Program Design

Change Management

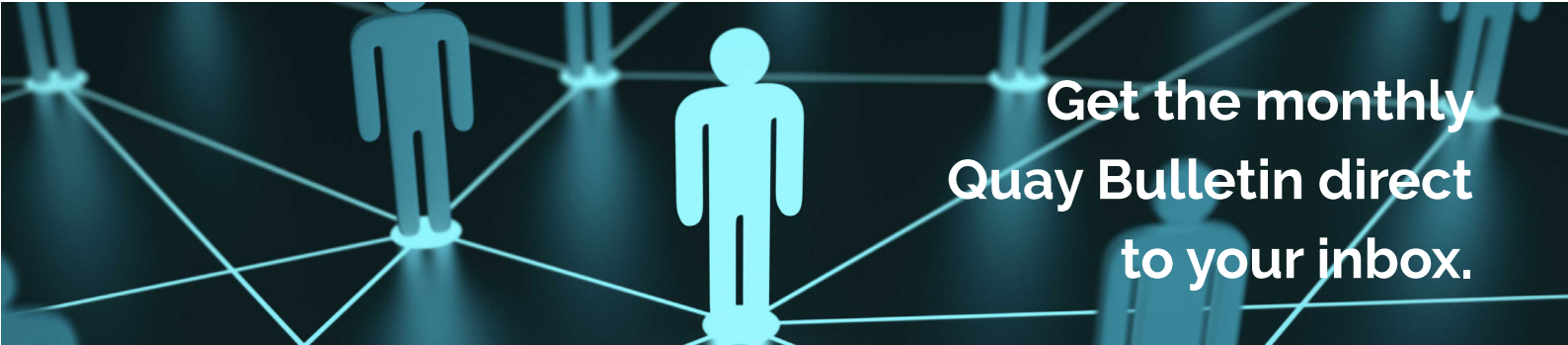
Program & Project Management

Architecture

Business Analysis

Test Management

Scheduling



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application of fit-for-purpose and best practice PMO establishment and support.

## Services

Quay's PMO Practice is a results-oriented practice, resourced by highly skilled, senior professionals to ensure that our client's PMOs see optimal return on investment from their projects.

We offer PMO expertise in two key service groups:

### Enterprise PMO (EPMO)

Enterprise PMOs work across the entire organisation, setting standards and creating alignment between the business strategy and key business drivers.

Quay's consultants can assist enterprise PMOs with fit-for purpose frameworks that ensure that the right projects are being selected for the organisation and that they are delivered in a consistent and repeatable way to return the benefits they set out to achieve.

### Transformational PMO (TPMO)

Quay's Transformational PMO service is designed to ensure that there is a fit-for-purpose governance structure in place for an organisation's transformation or specific programme of work and that projects within the programme are set up for success, properly supported and professionally managed. We achieve this by having the right people in place with the requisite expertise for your industry to enable and facilitate better decision-making.

Our consultants are highly skilled at project optimisation through the application of the right expertise, tools and techniques and by being proactive in their responsibility to deliver effective outcomes.

## Maturity assessment

Quay's PMO services can be engaged to provide a capability assessment of your PMO. We fit the resource to the need, whether it is:

- Establishing a PMO
- Applying our Assurance process to the PMO to identify issues or resource needs
- Providing a roadmap for your PMO's maturity
- Enhancing your current team with additional skilled resources

In many cases it may be a combination of the above, depending on the organisation's requirements and needs.

## Your PMO investment

Quay recognises that whilst the benefits of a PMO are clear to most executives, it can represent a significant investment.

To meet the needs of our clients, Quay has created a PMO-as-a-service model, which allows our clients to draw upon their PMO on a needs basis, creating a one-to-one supply and demand match.

## Benefits

Quay's approach to PMO services is designed to deliver core functional and operational benefits to our clients, helping them to optimise their corporate spend and ensure that it is aligned to major business priorities.

As businesses undertake significant change in their organisation, Quay's PMO services facilitate the planning, strategy, execution and evaluation of Projects within a quality assurance framework.



## About Quay

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

Over the past decade, we've built a team of high-performing project professionals who offer a wealth of experience and consulting expertise along with a commitment to high levels of care and quality assurance. Our consultants bring a high-level consulting and collaborative approach to delivering change via tailored knowledge, professional project management and delivery, peer-to-peer collaboration, and capability uplift in each client engagement.

Quay is deeply committed to sharing the knowledge we've gleaned from years of project delivery experience – both the successes and the failures – whether it's sharing insights via our monthly Quay Bulletin, in facilitated roundtable discussions with project peers or in lifting the capability of our clients' teams in day-to-day knowledge transfer.

Quay Consulting is part of the **CPM Group**.

## More Information

For more information about Quay Consulting, please contact us on 1300 841 048 or visit our website at [www.quayconsulting.com.au](http://www.quayconsulting.com.au).

## Quay Leadership Team



**Jon Pascoe**  
Principal Consultant  
Delivery Practice



**Rod Adams**  
Founding  
Principal



**Orla Kassis**  
General Manager  
Sales Australia



**Darren Robertson**  
Account Manager



**Wayne Keavy**  
Architecture  
Practice Lead



**Marcel Thompson**  
Scheduling  
Practice Lead



**Yolande Paton**  
Change Management  
Practice Lead



**Chris Smith**  
BA Practice Lead



**Pramod Goel**  
Test Management  
Practice Lead

## Quay Clients



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