

Pull into the Consulting Garage!

The solutions you need
to fine tune your business.



The Consulting Garage

Questions and answers with Tim Cooper, Founder & Principal

Q: What is the Consulting Garage?

A: The Consulting Garage is a no-nonsense, practical, hands-on, unpretentious “boutique” consulting service. No Armani suits, no freshly minted MBA’s learning about real business while billing the client, no political maneuvering, just a focus on understanding what the client’s problem is and how to address it.

Q: What does the Consulting Garage do?

A: The Consulting Garage offers expertise based on years of executive experience, combined with proven tools and strategies to solve business problems. I can help formulate and/or update business strategies, evaluate business development and new business opportunities, analyze financial and operational data to find opportunities, improve supply chain strategies and processes, identify other process improvement opportunities, enrich organizational effectiveness, and generally help organizational leaders establish clear business priorities—all are core services of the Consulting Garage.

Q: Who is “in” the Consulting Garage?

A: Tim Cooper is the founder and principal of the Consulting Garage. My service offerings reflect my interests, skills, and experiences in the corporate world. I am committed to leveraging my capabilities to address the needs of my clients. Another service of the Consulting Garage is the Publishing Bay, a network of independent consultants who specialize in the publishing/printing industry. Potential clients may want to take advantage of our full range of consultants if the size and scope of the project requires more resources.

Q: Why should a business choose the Consulting Garage?

A: Clients receive the value-add of working with an experienced senior executive with a varied and successful track record of defining and implementing business improvements, and who is capable of working with all levels of an organization. I try to make all aspects of any consulting involvement as easy and transparent as possible for the client. This down-to-earth approach helps alleviate any anxiety some staff feel whenever an outside perspective is added to the problem-solving mix.

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Q: What methodologies do you use to work through problems?

A: While I look at each client as unique and take their problems as specific cases, the Consulting Garage uses a thorough, 3-step process to combine the best analysis with the best bigger picture thinking.

- 1) Discovery:** Evaluation of the current situation begins with a review of company documentation and thorough facilitated stakeholder interviews.
- 2) Assessment:** Drill down into operational elements using the output of the discovery work as a launch point. Processes, program design and execution, systems support, and reporting are assessed through a combination of site visits and face-to-face in-depth interviews with key stakeholders.
- 3) Recommendation:** Comprehensive documentation of the assessment, detailed recommendations built on client requirements and informed by research and brainstorming, and a phased plan for implementation based on the clients' top priorities are the final deliverables.

Q: How big does my budget need to be to use the Consulting Garage?

A: While many people think consultants are expensive, I provide service options that can fit almost any budget. The Consulting On Demand (COD) service offers real-time help when you need it, in increments as small as 30 minute blocks of time. Project-based consulting, the more traditional choice, involves a more formal preliminary process and dedicated time. For more detail about these services, please visit the Consulting Garage website Services page <http://consultinggarage.com/services.php>.

Website:

<http://consultinggarage.com/index.php>

Contact Information:

<http://consultinggarage.com/contact.php>

Tim Cooper

tim@consultinggarage.com

(619)-905-4545