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# REIMAGINE NOW

LEA GLOBAL MENA REGIONAL CONFERENCE



# WHY

IS THE GLOBAL CONSULTING  
MARKETPLACE IMPORTANT?

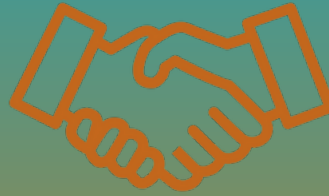


# Helps Us Achieve LEA's Vision



## LEA VISION

To be known as the  
most collaborative  
global alliance



## COLLABORATION

Creating opportunities  
for members to  
work together



## GLOBAL CONSULTING MARKETPLACE

Access to unique and  
specialized capabilities

# LEA By The Numbers

5th

largest association  
in the world

140+

global member  
firms

\$2.6b+

total  
revenue

74

countries

450+

offices

1,700+

partners

17,500+

employees

According to the International Accounting Bulletin's 2023 World Survey.

# LEA By The Numbers – Regional Breakdown

	Association Ranking	Member Firms	Total Revenue	Countries	Branches	Partners	Employees
MENA	3 <sup>rd</sup> (Middle East) 8 <sup>th</sup> (Africa)	24	\$40m	17	37	73	1,012
Asia Pacific	6 <sup>th</sup>	32	\$184m	15	147	220	3,572
Europe	11 <sup>th</sup>	30	\$354m	19	109	240	4,146
Latin America	5 <sup>th</sup>	31	\$41.9m	19	44	119	1,255
North America	4 <sup>th</sup>	26	\$1.98b	2	121	1,083	7,805

# Regional Breakdown of LEA Firms By Services Offered

	A&A	Accounting	Tax	Consulting/ Advisory	Other	Total Firms
MENA	21	19	20	19	11	24
Asia Pacific	25	28	29	29	11	32
Europe	28	30	27	28	18	30
Latin America	26	23	24	20	14	31
North America	21	16	21	18	15	26
<b>TOTAL</b>	<b>121</b>	<b>116</b>	<b>121</b>	<b>114</b>	<b>69</b>	<b>143</b>

# Helps Your Firm Wherever You Are Today

## 1. If you are beginning your consulting journey...

- The GCM brings solutions to fill in gaps, provide missing capabilities and/or help with lack of bandwidth
- Protects client relationships
- Enables your firm to play bigger with more depth without the investment in a new service line



## 2. Once you've developed proven capabilities and capacity...

- Provides a friendly sales channel to create leverage and growth



# HOW

DO I USE THE GLOBAL CONSULTING  
MARKETPLACE TO GROW MY  
BUSINESS?





# Ways To Use The GCM

Search for a Provider  
to help meet a client  
need


Learn more about a  
specific service or  
topic

Need help? Ask your  
peers for assistance

Offer a specialized  
service? Apply today!

**Welcome to LEA Global Consulting Marketplace!**


Whether you need to find a solution to serve a client, educate and train staff on a consulting-related topic or seek the guidance of member firms, the Global Consulting Marketplace (GCM) is your trusted resource.



**Find an approved provider**

Looking for a specialized consulting service provider approved by LEA Global, click on the button to see all approved providers in LEA Global GCM.


[Find a provider](#)



**Access GCM resources**

Here, you can access thought leadership resources from approved GCM providers


[Access resources](#)



**Ask a question**

Have a question you want to ask to a GCM approved expert? Click on the button below to access LEA Global's GCM discussion group.

[Access discussion group](#)



**Become an approved provider**

If you have a unique or specialized consulting service that you feel would benefit other members, click on the button below to apply today.

[Apply now](#)

# How To Use The GCM When You Have A Client Need

1. When you have a client need you can't fulfill, or you identify an opportunity at a client....
2. Search the GCM for an Approved Provider that offers that service
3. Review information on the Provider(s) and select a Provider that best meets your needs
4. Contact the Provider to discuss the project
5. If you agree to collaborate, both firms work together to negotiate rates and terms

# GCM Approved Services

26 and counting!

<b>MANAGEMENT CONSULTING SERVICES</b>	<b>OUTSOURCING SERVICES</b>	<b>FORENSIC &amp; LITIGATION</b>	<b>TECHNOLOGY CONSULTING</b>
Business Coaching	Virtual CFO	Insurance Claim Services	Analytics & Reporting
Export Advisory Services for Fast-Moving Consumer Goods	Virtual CIO	Litigation & Dispute Resolution	CMMC Readiness Services
Healthcare Consulting	Virtual Security Operations Center		Data Assessment
Recruiting Services			Data Visualization
			Enterprise System Selection
			Intelligent Prism - Audit Analytics
			IT Assessments
			Machine Learning/AI
			Managed IT Services & Staff Augmentation
			Managed IT Services for Auto Dealers
			RPA & Data Analytics
			Technology Managed Services
<b>TRANSACTION ADVISORY</b>	<b>FINANCIAL ADVISORY SERVICES</b>	<b>RISK ADVISORY SERVICES</b>	
Business Restructuring	Contract Compliance	SOC Readiness	
Strategic Valuation & Advisory Services			

# Breakdown of GCM Applications

	Total GCM Applications		Total GCM Applications by Status			
	Total Applications	Total by Member Firm	Total Approved	Total Approved by Member Firm	Total Not Approved	Total New or Pending
North America	25	6	22	6	1	2
MENA	2	2	1	1	0	1
Europe	6	5	3	3	2	1
Latin America	0	0	0	0	0	0
Asia Pacific	1	1	0	0	0	1
<b>TOTAL</b>	<b>34</b>	<b>14</b>	<b>26</b>	<b>10</b>	<b>3</b>	<b>5</b>

# Member Directory View

>You can filter by Approved GCM Providers

>>Filter further by:

- Service
- Location

The screenshot shows the LEA Global Member Directory interface. At the top, there's a navigation bar with links: About Us, News & Insights, Member Directory (active), Events, Groups, Member Resources, and Service Desk. A search bar is located in the top right corner. Below the navigation bar, the main header features the 'Member Directory' title and a search input field with a magnifying glass icon. A button below the search bar reads 'Or find a member firm employee by name'. The main content area displays 'Displaying 10 firm results' and a list of member firms. On the right side, there are filter panels for 'Service categories', 'Specialty service offering', 'Location', 'Languages', and 'Resource center approved'. The list of firms includes:

- Anders CPAs + Advisors**: St. Louis, United States (1 branches). Services: Anders Talent - Recruiting Services, Healthcare Consulting, Technology Managed Services, Anders vCFO Services (Virtual Chief Financial Officer), Virtual CIO (Chief Information Officer).
- Bennett Thrasher LLP**: Atlanta, United States. Services: Insurance Claims Services, RPA and Data Analytics.
- Brady Ware & Company**: Marietta, OH, United States (3 branches). Services: Strategic Valuation & Advisory Services for Biotech, SaaS and Intellectual Property, Litigation and Dispute Resolution.
- HW Fisher LLP**: London, United Kingdom. Services: Contract Compliance.

# GCM Approved Provider Profile

>You can select a Provider to learn more and connect

The screenshot shows the LEA Global website with the HW Fisher LLP profile selected. The profile includes the company logo, a brief description of their services, industry experience in areas like Higher Education & Private Schools, and a list of contacts with their roles and photos.

**LEA global**

About Us ▾ News & Insights ▾ Member Directory ▾ Events ▾ Groups ▾ Member Resources ▾ Service Desk

Home ▾ Member Directory ▾ HW Fisher LLP

## HW Fisher LLP

HW Fisher is a top 30 UK chartered accountancy firm. We provide expert accountancy, audit, tax, corporate and financial advisory services to high profile entrepreneurial SMEs, large corporate and high net-worth individuals. We also keep it personal by enabling entrepreneurial high net-worth individuals to concentrate on expressing their talent while depending on ours for their accountancy and financial planning.

Andrew Rich, Managing Partner

### Industry experience

Higher Education & Private Schools Health & Entertainment Talent & Literary Agencies

Hospitality & Leisure High Net Worth Individuals Professional Services

Financial Services Financial Institutions

### Contacts

<b>Adam Bonell</b> Partner HW Fisher LLP	<b>Katerina Dovey</b> Senior Business Development & Marketing Executive HW Fisher LLP
<b>Andrew Rich</b> Managing Partner HW Fisher LLP	<b>Laura Nathan</b> External Marketing and PR Director HW Fisher LLP
<b>Carol Rudge</b> Head of Not for Profit HW Fisher LLP	<b>Lily Montgomery</b> Partner & Human Resources HW Fisher LLP
<b>Daniel Hayward</b> Private Client Manager HW Fisher LLP	<b>Louise Hughes</b> Senior Marketing Manager HW Fisher LLP
<b>David Stringer</b> Head of Management Systems HW Fisher LLP	<b>Milan Vranic</b> Director - Forensic HW Fisher LLP
<b>Gerry Myton</b> Partner - Head of VAT HW Fisher LLP	<b>Rafi Saville</b> Forensic Partner HW Fisher LLP

The screenshot shows the Global Consulting Marketplace website. It features a header for Financial Advisory Services, a section for Contract Compliance, and a detailed profile for HW Fisher Contract Compliance. The profile includes a service overview, contact information for Milan Vranic, and a list of languages spoken.

## Global Consulting Marketplace

Financial Advisory Services

Contract Compliance

### Contract Compliance

#### Service Overview

HW Fisher Contract Compliance is a professional service line that helps businesses ensure that they derive full value out of their key supplier and third-party relationships. It provides assurance and transparency over your extended enterprise, ensuring business continuity, as well as recovering money and lost profits from business partners.

By leveraging our forensic skillset and approach, HW Fisher Contract Compliance offers a unique service which goes beyond the traditional contract review and analysis and can be tailored to review any supplier and third-party relationship. We deliver measurable financial results as well as operational improvements by providing retrospective reviews of performance of suppliers and their contracts, real-time assurance by performing ongoing reviews of active relationships (which may be up for renewal), as well as prospective benefits related to cutting costs and improving the quality of procurement and contracting. The service includes a thorough review of the contracts and compliance status of third parties, as well as monitoring of their compliance over time. This is important because third party and supplier relationships can carry specific risks that can be different than a company's internal operations and require a tailored approach to mitigate and address them.

Additionally, the Contract Compliance service line can be tailored to the specific needs of a client and the industry they operate in. For example, in a heavily regulated industry such as pharmaceuticals or oil & gas, the service might include a review of the supplier's compliance with industry and/or country specific regulations.

#### Industry Focus

Energy, Oil & Gas & Natural Resources, Pharmaceutical

#### Team and Qualifications

Number of engagements performed over the past three years: 10+  
Number of resources dedicated to this service: 5+

#### Thought Leadership

- Contract Compliance

**Milan Vranic**  
Director - Contract Compliance

Telephone  
020 7388 7000

Email address  
mvranic@hwfisher.co.uk

View biography

Find out more

Languages spoken

English

GCM Champion(s)

Milan Vranic

Telephone  
020 7388 7000

Email address  
mvranic@hwfisher.co.uk

# HOW

DO I APPLY TO BECOME A GCM  
APPROVED PROVIDER?



# Service Provider Criteria

- **Unique or specialized** consulting service offering
- **Technical expertise** in the specialty area
- **Dedicated resources** in the specialty area
- **Clear track record** of high performance
- **Capacity and desire** to serve Members



Industry  
Focus



Emerging  
Service Area



Specific  
Certification



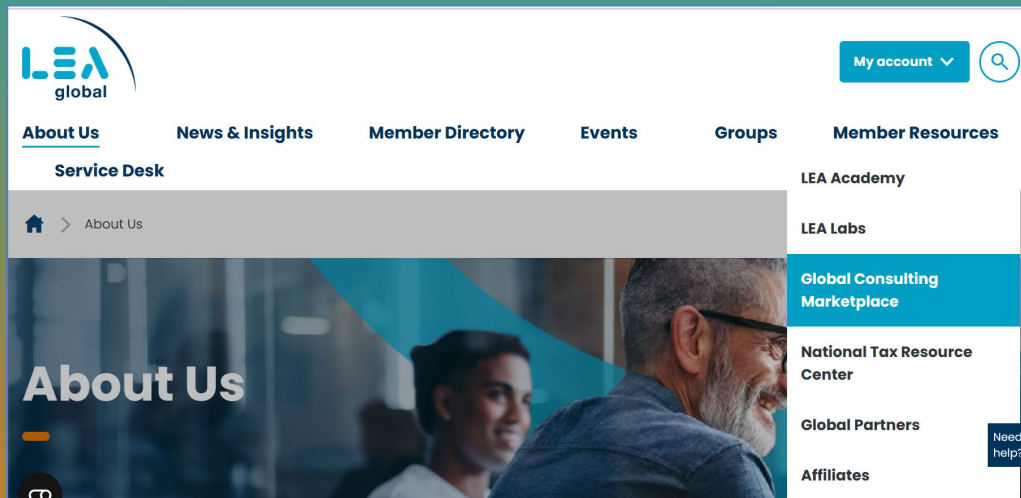
# GCM Homepage

## How to access the site

Log in to the Member Portal

>>Go to Member Resources

>>Global Consulting Marketplace



# GCM Service Provider Application

Provider Application Form

Use this form when you are ready to submit your application to become an Approved Provider.

Step 1

Please complete this short form to help us determine your service's applicability to the GCM.

First name \*

Last name \*

Email address \*

Phone number \*

Firm Name \*

Name of the specialty service offering \*

Describe the specialty service offering \*

What aspect of this service do you consider unique or specialized? (industry focus, emerging area, etc.) \*

What is the annual firm revenue generated by this specialty service offering (Represented in US dollars)? \*

Please select

How many engagements have been performed in this specialty service area over the past three years? \*

Please select

How many resources do you have dedicated to this specialty service offering? \*

Please select

Are you willing to offer your service to member firms as a white label solution? \*

☒ Yes

☐ No

Do you provide these services through a third party? \*

☐ Yes

☒ No

Step 2

Service information

Service information

Name of Consulting Leader (if applicable)

Name of Specialty Service Offering Leader \*

Main contact information

Main contact information

Who will be the main point of contact for the GCM? \*

What is the email address of the main point of contact for the GCM? \*

What is the phone number of the main point of contact for the GCM? \*

Additional information

Additional information

Please provide three thought leadership samples related to the specialty service offering area (published articles, webinars, marketing collateral, project deliverables, etc.). You can attach files or include links to landing pages on your website where the content resides. \*

Please provide any data for the specialty service offering practice that demonstrates customer satisfaction or the quality of work performed (Customer testimonials, Net Promoter scores or other survey data). **May attach files or include links to your website.**

Please click on the blank space in the upload box to upload more files:

Drag a file here to upload ( PDF / DOC / DOCX / PNG / JPG / JPEG / WEBP )

Upload

Provider commitment

By completing this application, I acknowledge that as a Provider within the context of the GCM, my firm:

a) has the capacity and ability to serve clients when approached in the same manner as our own clients;

b) will develop and share thought leadership and best practices with member firms; and

c) will conduct outreach to member firms to help identify and generate service opportunities.

☐ I confirm I have read the GCM Guidelines and Expectations \*

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18

# Service Provider Submission Example

## Contract Compliance

Name of the specialty service offering	Describe the specialty service offering	What aspect of this service do you consider unique or specialized? (industry focus, emerging area, etc.)	How many engagements have been performed in this area over the past three years?	How many resources do you have dedicated to this service offering?
Contract Compliance	<p>Our Contract Compliance service line helps businesses ensure that they derive full value out of their key supplier and third-party relationships. It provides assurance and transparency over your extended enterprise, ensuring business continuity, as well as recovering money and lost profits from business partners.</p> <p>The goal is to help businesses protect themselves from operational, financial and legal risks, as well as increasing their profitability by maximizing the efficiency and compliance of their contractual arrangements.</p>	<p>By leveraging our forensic skillset and approach, we offer a unique service which goes beyond the traditional contract review and analysis and can be tailored to review any supplier and third-party relationship.</p> <p>We deliver measurable financial results as well as operational improvements by providing retrospective reviews of performance of suppliers and their contracts and real-time assurance by performing ongoing reviews of active relationships.</p>	10+	5+

# Service Provider Submission Example

## Export Advisory Services for Fast-Moving Consumer Goods

Name of the specialty service offering	Describe the specialty service offering	What aspect of this service do you consider unique or specialized? (industry focus, emerging area, etc.)	How many engagements have been performed in this area over the past three years?	How many resources do you have dedicated to this service offering?
Export Advisory Services for Fast-Moving Consumer Goods	<p>Export is one of the most important expansion decisions for the companies that are producing the Fast-Moving Consumer Goods, as diversifying the market coverage will increase the company sales and profit.</p> <p>However, there are several factors affecting the export decision, such as what are the best targeted countries, what are the required development in my product to be ready for export, what is the best market entry strategy in a specific country, and so on.</p>	We provide a holistic data-driven approach for our clients through developing a comprehensive export strategy based on proper assessment to the company current situation (export readiness) and the market opportunities that guarantee taking the right decisions in the company's export expansion.	10+	5+

# Service Provider Submission Example

## Data Visualization

Name of the specialty service offering	Describe the specialty service offering	What aspect of this service do you consider unique or specialized? (industry focus, emerging area, etc.)	How many engagements have been performed in this area over the past three years?	How many resources do you have dedicated to this service offering?
Data Visualization	<p>With experience across multiple industries and different sized businesses, we can help unlock the true potential of data for a client and help them achieve their business goals.</p> <p>Sometimes this is taking data from a database or multiple databases, preprocessing, and combining it to facilitate a deeper understanding of trends and relationships within the data.</p> <p>Other times, it is taking the results from a machine learning model to extract insights. Our team is skilled in both scenarios and always begin with a deep dive into the client's business and goals.</p>	<p>Our unique specialization lies in bridging the gap between technical analysis and business application.</p> <p>Here's what sets us apart:</p> <ul style="list-style-type: none"><li>• Our industry-agnostic approach</li><li>• Stay updated with emerging trends in data science</li><li>• Offer end-to-end service</li><li>• Use advanced technologies from Python and R to Tableau and Power BI</li><li>• Translate complex data analytics into clear and engaging visuals</li></ul>	10+	5+

# Service Provider Submission Example

## Business Restructuring

Name of the specialty service offering	Describe the specialty service offering	What aspect of this service do you consider unique or specialized? (industry focus, emerging area, etc.)	How many engagements have been performed in this area over the past three years?	How many resources do you have dedicated to this service offering?
Business Restructuring	<p>Any major change within a company can be a reason to take a close look at the organization, its business model and the most optimal financial structure.</p> <p>The activities we deploy include:</p> <ul style="list-style-type: none"> <li>• Independent business reviews for third parties</li> <li>• Thorough cause analysis of the challenges ahead</li> <li>• Arranging the necessary capital to implement the recovery plan</li> <li>• Assistance in a restart of the company after bankruptcy</li> </ul>	<p>We have more than 10 years of financial restructuring experience at renowned Dutch Banks and are one of the short list suppliers of turn-around (going concern and in bankruptcy situations)/restructuring services for two of the major Dutch Banks.</p> <p>The majority of the team has broad experience in these kinds of situations as a result of more than 40 years experience in banking (of which more or less 15 years in the restructuring department).</p>	4-10	3-4

# Service Provider Application Timeline

Submission Deadlines	Applications Reviewed By	Notification to Members By
<ul style="list-style-type: none"><li>• Qtr. 1: Jan. 31</li><li>• Qtr. 2: Apr. 30</li><li>• Qtr. 3: July 31</li><li>• Qtr. 4: Oct. 31</li></ul>	<ul style="list-style-type: none"><li>• Qtr. 1: Feb. 29</li><li>• Qtr. 2: May 31</li><li>• Qtr. 3: Aug. 31</li><li>• Qtr. 4: Nov. 30</li></ul>	<ul style="list-style-type: none"><li>• Qtr. 1: Mar. 15</li><li>• Qtr. 2: June 15</li><li>• Qtr. 3: Sept. 15</li><li>• Qtr. 4: Dec. 15</li></ul>

# HOW

CAN I HELP MAKE THE GLOBAL  
CONSULTING MARKETPLACE  
SUCCESSFUL?





# How You Can Help Make The GCM Successful

- **Collaborate** with a GCM Service Provider to serve your clients' needs when you don't have the capability or bandwidth
- **Broaden your reach** and identify opportunities to provide services to your clients that you don't currently offer
- **Apply** to become an Approved Provider if you offer a unique or specialized service
- **Identify a GCM champion** within your firm to help drive usage

# Benefits To You And Your Firm

- **Extend** client relationships
- **Position** your firm as a one-stop resource
- **Generate** additional revenue
- **Develop** your people
- **Serve** clients confidently



# THANK YOU

