



Company Overview

OIGP 2nd Annual Partners Meeting, Brussels

April 2015



www.hda.co.uk



OIGP GLOBAL PARTNERS
leading change for organizations & individuals

www.oiglobalpartners.com

Business Profile



- Core team consists of 5 people of payroll (2 job share & 3 full time)
- 3 retained associates to support marketing and finance (a few days per month dependent on requirements)
- Delivery consultants – 80 registered with the capability to expand to more than 350 if required
- Revenue split – almost an equal balance between Career Transition & Talent Management

Areas of Expertise



Career Development
& Transition



Coaching & Mentoring



Leadership



Talent Development



Wellbeing & Resilience



Organisational Change –
including Mergers &
Acquisitions

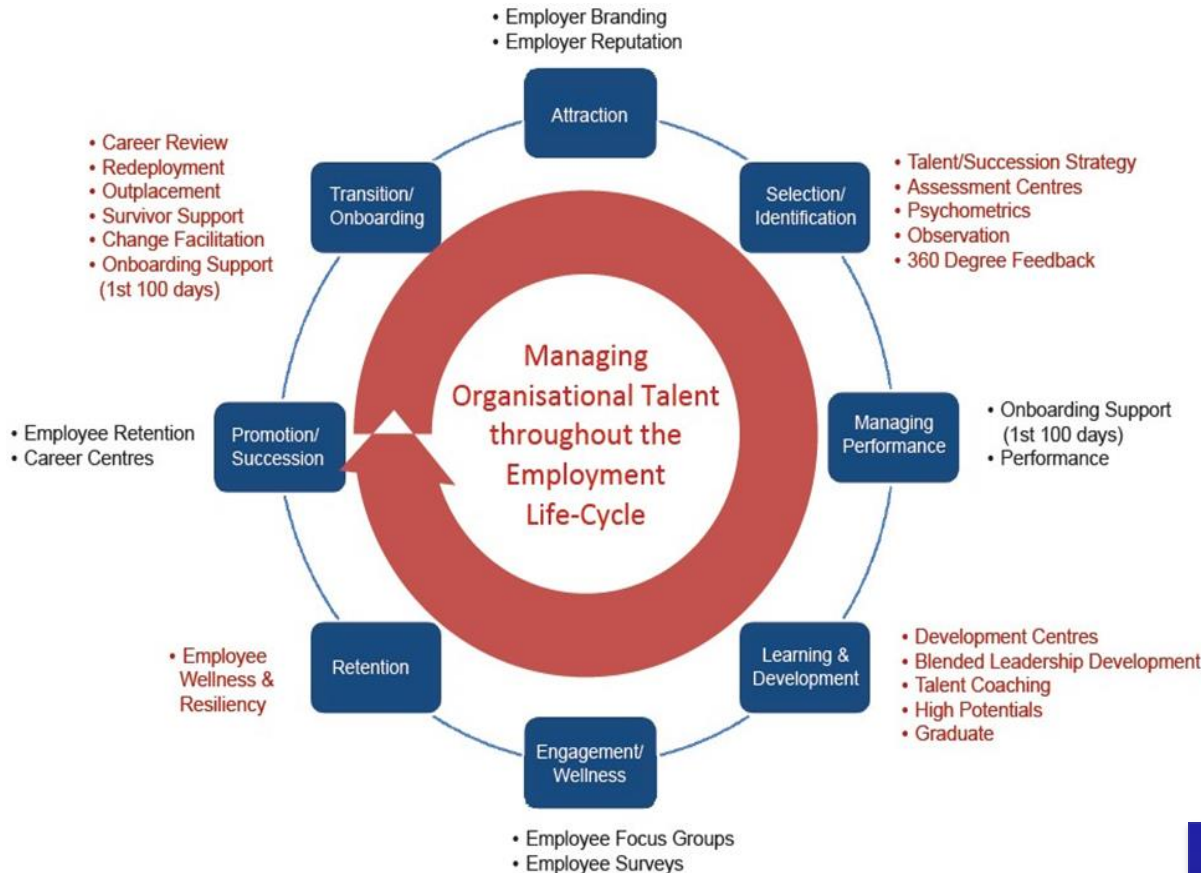


Grow Sales



People Tools &
Psychometrics

Where We Fit



- Understanding Your Needs
- Solution Build
- Implementation
- Review / Feedback

Why Us?

- Customised Solutions
- Cultural Needs Addressed

RIGHT PERSON in the
RIGHT JOB in the
RIGHT PLACE

Who we currently work with



Our active clients

- Media – UMG; SONY; Denis Publishing
- Technology – Pro Quest; McAfee
- Manufacturing – UPM Kymene; JTI Gallagher; Henkel; Honda
- Engineering – Peter Brett; Kellogg Brown Root (KBR)
- Pharmaceutical – Roche
- Logistics – Arriva / Tyne & Metro / Deutsche Bahn
- Education – Southampton Solent University (SSU); Canfor School
- Finance – Fidessa; Liquidnet; Fidelity; Simply Health
- Charity / Semi-government – MSI; Fairtrade; UK Sport
- Public sector – West Dorset County Council; Barnstead & Reigate Council

General Overview



Market situation:

- General election May 2015
- Reality vs public domain views on market

Products:

- On-going review of existing Career Transition & Talent Management services

Clients / Candidates:

- Tracking down 'old' individuals who have worked with HDA
- Complimentary events for HR audience – London & South Coast

General Overview – cont'd



Challenges / Opportunities:

- Saturation (250 HR consultancy within the M25 corridor)
- Adding new clients as due to the nature of OP; we have either closed them down or what's left is skeletal hence no real requirements for any people related services
- Nature of business which is relationship based; no reason to change partner / supplier e.g. the clients we have worked with have been around for a long time
- Concept / solution sell vs product sell
- Vertical market vs industry specific
- Need vs necessity
- Leveraging OIGP relationship