

## Why Hire A Consultant? WHAT CAN NPC do for you?



### WE ALREADY HAVE IN-HOUSE EXPERTISE FOR EVERYTHING, SO WHY GO OUTSIDE?

There may be specific technology areas where in-house staff does not have breadth or depth of knowledge needed to carry a project to timely and satisfactory completion. Needs clearly vary from organization to organization, but some examples are infrequent or complex software updates, interdepartmental needs assessment, or specialized training.

Some tasks occur infrequently so that it is difficult to maintain adequate staff training levels to meet needs. Examples are yearly or semi-annuals updates and reports.

Many organizations find that while their staff has the ability to meet technology needs, they do not have the time. Important projects are continually delayed while waiting for staff to free up time to address the needs.

For some projects, particularly those involving long term or strategic plans, it can be beneficial to bring in an outside, disinterested party to be part of the team, providing long term continuity and objective analysis of conflicting views.

### HOW CAN AN "OUTSIDER" UNDERSTAND OUR NEEDS?

Many can't. **But, NPC Consulting is not an "outsider."** We have had a long active association with notable and highly successful technology initiatives, including Net Days 1, 2, and 3, Digital High School, PC Day, and the Center for Excellence in Non-Profit's "Wired For Good" program.

Further, **NPC Consulting** staff have **taught** in the classroom, worked in school administration, served on **non-profit boards**, and done extensive **volunteer** work in both schools and non-profits.

Because **NPC Consulting** chose to **specialize on K-12 Education and Non-Profit** technology needs, we have made it our business to understand the needs, environments and constraints of these two communities. And, we have been doing this since 1995.

**NPC Consulting** prides itself on taking the time to understand your current environment and personnel, as well as your goals. With this information, we can recommend, develop and/or implement a custom solution rather than selling you a cookie-cutter solution.

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## **WE HAVE A TIGHT BUDGET AND NEED TO SAVE MONEY. AREN'T CONSULTANTS EXPENSIVE?**

Since **NPC Consulting** works **exclusively with K-12 education and non-profit organizations**, we are very sensitive to budgetary needs of these communities.

As a small organization, **NPC Consulting** does not have a large overhead to support. Hence, we price our services **highly competitively** in order to provide quality service at affordable rates.

**NPC Consulting** fees are strictly hourly-based. For training, this means no per-seat fee. We will work with you to design **training** sessions to meet your specific need in your own environment, and for the number of people you need to train, from 1 to "lots."

Fixed price contracts are often heavily padded to cover myriad unforeseen situations. For this reason, at **NPC Consulting**, we believe it is in everyone's best interest to **estimate work based** on an assessment of your **true needs**, and then bill based on time and materials.

## **WON'T CONSULTANTS TRY TO SELL US THINGS WE DON'T NEED?**

**NPC Consulting** only sells expertise. We do not receive compensation from any vendor for sales made based on our recommendations. We recommend products we truly believe in, and that we truly will meet your specific needs.