



CMC - GLOBAL

ICMCI

2023-2024

# Table 3 -Topic 3

How can we help IMCs' consultants become preferred providers to large buyers in their countries?

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## 11 streams

- **Brand and certification for individual consultants – official badge of competence CMC**
- **Knowledge transfer with practical experience – Academy +**
- **Market awareness and recognition**
- **Platform for sharing good practice – communities of practice**
- **Network platform for identifying subject experts – landscape of eligible consultants**
- **Pre-condition of mandatory or preferred CMC/ICMCI in donor programmes**
- **Lobbying of governments, donor agencies and large buyers – value proposition**
- **Specific training in successful bid writing, use of AI**
- **Benchmark with similar stakeholders – e.g. PMI**
- **Develop CMC Firms**
- **Deal with problem area – discipline sub-standard CMCs and rigorous CMC assessment**

## How can we help IMCs' consultants become preferred providers to large buyers in their countries?

### Other concepts:

- No longer promote yourself as CMC – instead ...
  - Promote yourself by your successful track record enabled by CMC
- Globalise the 'Constantinus Principle' ...
  - Target an audience of consultancy buyers about Constantinus – not just MCs
  - All ICMCI consultants to spread on social media
- Enable developing consultants to augment knowledge with practical experience ...
  - Consultancy internships in client organisations – FOC or reduced fees
- 'Quasi regulation' by cloning model such as PMI ..
  - A buyer wanting consultancy goes to CMC 'because it's the only way'