



A FRESH APPROACH



Our profile

Iguana Business Consultancy is a company that focuses on the successful delivery of business change. We are not unique in that. However, Iguanas are different because, like their namesake, they evolve to fit their environment and adapt to circumstances in order to succeed. So, we are conscious of our clients' culture and recognise the need to work with that culture empathetically. By choice our team is not made up of career consultants. Our approach is simply based on years of experience during which we hired and worked with consultants. So our business offer has been designed with our experience and expectations as a client in the forefront of our mind. It also means that whilst we can plan strategically with the best of them we also "do" and as such, have a great deal of pride in our implementation ability.

Iguana consultants – all the skills you need

Our People

Iguanas understand that getting a project completed is as much about coaching, mentoring and managing relationships as it is about understanding the specifics of their chosen field. They all understand the importance of the team dynamic when delivering a project and work hard to keep the balance right. In fact, we aim to offer balanced opinion and advice in everything that we do. Our philosophy is all about offering the right advice rather than the easy path. In short, you can rely on us to help you get on the right track and trust that we will keep you on it.

Iguana consultants – "doers" as well as thinkers

Our team crosses all disciplines from supply chain and distribution to training and coaching. We will have an Iguana for any business challenge within a project. Team members have at least 10 years experience with some of the world's most respected companies including Sainsbury, Kingfisher, RHM, Brakes Foodservice and Motorola.

Putting our money where our mouth is – Iguana's @risk fees

We have a unique approach to our fee structure. We put a % of our fees "at risk" against our client's assessment of our performance. At the end of each assignment our clients are asked to assess the contribution of the Iguana team against the performance scorecard.

@risk fees – a sound foundation for any relationship

You can trust us to do the best job that we can do and we trust you to assess us fairly. We think that's a very sound foundation for any relationship. It is not unusual for us to get 100% satisfaction which is gratifying for us and reassuring for you.



Our Clients

Iguanas have supported teams within many top companies including:





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Don't take our word for it...

"Iguana is a team of consultants who have cut their teeth in the real world and have had accountability for such projects in a previous life. It's refreshing to come across a consultancy of "doers" and not just "tellers"."

Regional Operations Director and Project Sponsor
– Supply chain project

"You might have the idea, you might know what you need to do but you need someone who will keep you on track, make sure that it happens. Iguana absolutely did this."

Project Director – Merger & acquisition project

"We didn't once get the feeling that they only cared about the cheque at the end of the project. We sensed a personal involvement from the Iguana team on a par with that demonstrated by our own people."

Supply Chain Manager
– Merger & acquisition project

"Your personal approach is informal but your business approach is structured. You were just normal people."

DC Manager – Service optimisation project

Project digest

Iguana has helped its clients in a range of different ways based on the business need including...

- Merging and optimising supply chains
- Evaluating target acquisitions to tight time-scales
- Operational site analysis and assessment for disposal or retention
- Integration of new acquisitions with the need to secure cost savings without compromising customer service
- Project managing the consolidation of IT legacy systems to a single platform
- Project managing major systems integration
- Process optimisation and health checks
- Optimising supply chain and distribution costs
- Programme risk assessment
- Customer service trouble shooting
- Supply chain improvement programmes
- Outsourcing support services (including HR, IT and supply chain)
- Identifying a sales proposition and market approach
- Management coaching

Need to know more?

If you have challenges in your business, Iguana Business Consultancy is well placed to help you face it. Managing challenges is what we do.

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