

CASE STUDY

Training partnership with Altius Consulting

Shaping a consultancy service

Elevation Learning describes its training partnership, formed with established Business Intelligence (BI) and Performance Management (PM) specialists Altius Consulting.



Altius has a 15-year track record of delivering excellent information systems solutions to clients such as Abbey, BP and the Home Office. It was founded in the early 1990's, after a demand was identified in the marketplace for a consultancy specialising in BI, which would work with clients through the whole project development lifecycle.

The company has been very successful in this area, winning a number of global contracts, and is now keen to extend its reach. Elevation Learning's Patrick Chapman said: "Altius has been quick to recognise that organisations are now demanding a broader range of skills and flexibility from their professional consultants - and to continue their growth record Altius needs to develop further their client facing teams' skills."

Elevation Learning came on board early in 2009 to help - holding a series of one-day training courses in key areas of consultancy skills such as presenting, writing, time management and

communication skills. We reached every client-facing consultant in the business and provided some much needed insight into how to better engage with clients and manage time on projects.

Patrick continues: "The reaction from the attendees was so positive that Elevation Learning has now formed a formal training partnership with Altius, and as their business grows, we aim to closely monitor their consultants' development so we can extend their learning and performance accordingly."

Michael Vinson, Altius Training Manager, said: "The marketplace demands a broader set of skills from our consultants, and as a well-established provider, we are keen to be pro-active in this area. The Elevation Learning team has many years' experience between them and know the industry inside out, and I'm confident their help will enable us to continue to delight our clients and exceed our growth ambitions."