

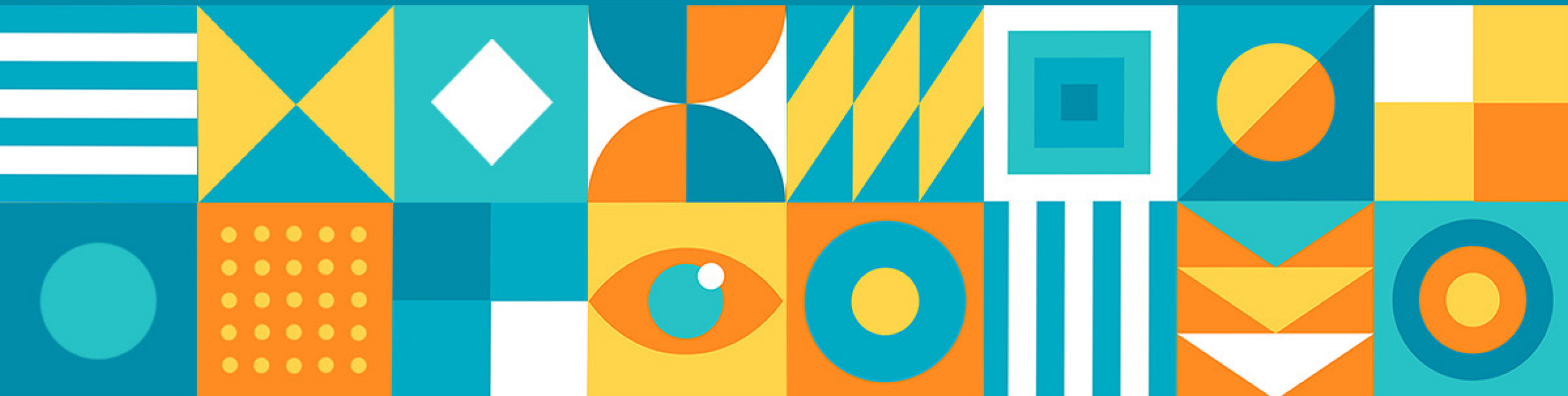


CMC - GLOBAL



ICMCI Euro Hub Strategy Summit

Sofia, Bulgaria | 6-7 June 2024



ICMCI Euro Hub Strategy Summit 2024

Cesara Pasini CMC©, ICMCI Euro Hub Chair

Agenda

Thursday, 6 June 2024

- 12:00** **Registration**
- 12:30** **Buffet lunch**
- 14:00** **Welcome**
Cesara Pasini, Euro Hub Chair
Gergana Mantarkova, BAMCO Chair
- 14:15** **From Strategy to implementation**
Robert Bodenstein, ICMCI Chair
- Key developments**
Reema Nasser, ICMCI Executive Director
- ICMCI Future Leaders**
Gergana Mantarkova
- 15:30** **Coffee break**
- 16:00** **ICMCI European Hub today**
Cesara Pasini
- Turning ICMCI 2030 aspirations into reality in the European Hub ecosystem**
Roundtable discussions
- 17:45** **Summary and close of day one**
Cesara Pasini

Agenda




Friday, 7 June 2024

- 8:30** **Welcome coffee**
- 9:00** **European union programs development**
Pavel Lisev, Executive Director Funds of Funds
- 9:50** **Steps for building an effective governance model**
Cesara Pasini
- The way forward**
- Approach to engaging relevant stakeholders / achieving goals
 - Priority initiatives generating positive impact and value
 - Resources needed for a sustainable Hub operation
- Roundtable discussions*
- 11:00** **Coffee break**
- 11:30** **The way forward (continued)**
Roundtable discussions
- 12:30** **Lunch**
- 14:00** **Megatrends impacting the future of business**
Elvin Guri, Investor and entrepreneur
- 14:50** **Summary from each roundtable and discussion on findings**
Roundtable representatives
- 16:30** **Conclusions and closing remarks**
Robert Bodenstein
Cesara Pasini

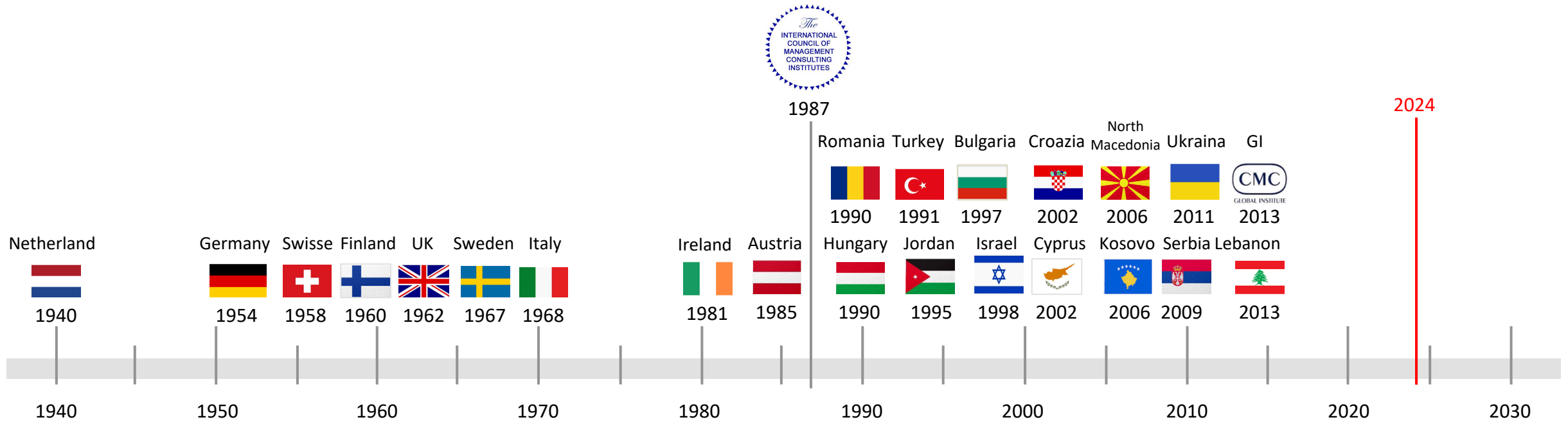
ICMCI European Hub Today

Current ICMCI Euro Hub Countries



-  Euro Hub IMCs (21)
-  Euro Hub Provisional Member (1)
-  Members of CMC GI in/close to Europe (7)

Euro Hub IMCs Foundation Timeline



Source: cmc-global.org

Country	Name of your institute	Institute Logo	Foundation	ICMCI Membership	Country	Name of your institute	Institute Logo	Foundation	ICMCI Membership
Netherland	Orde van organisatiekundigen- en adviseurs (Ooa)		1940	1987	Jordan	IMC Jordan		1995	1998
Germany	IdU Institut der Unternehmensberater Powerde by BDU-Servicegesellschaft für Unternehmensberatung (2013)		1954	1997	Bulgaria	Bulgarian Association of Management Consulting Organisations (BAMCO)		1997	2001
Switzerland	EXPERTsuisse - Consulting Network Switzerland		1925	1996	Israel	Israel Business Consultants Association (IBCA)		1998	2015
Finland	Liike-elämän ja Johdon Konsultit LJK, Finland		1962 1980'	1990	Croatia	Croatian Association of Management Consultants		2002	2005
United Kingdom	Institute of Consulting (UK IMC)		1962 1980 2007	2007	Cyprus	Cyprus Institute of Certified Management Consultants		2002	2011
Sweden	Sveriges Managementkonsulter		1967	2000	Kosovo	Business Consultants Council - BCC		2006	2015
Italia	APCO - Associazione Professionale Italiana Consulenti di Management		1968	1987	North Macedonia	Management Consulting Association (MCA) 2000		2006	2010
Ireland	Institute of Management Consultant and Advisers - Ireland		1981	1995	Serbia	Association of Managements Consultants od Serbia (UPKS)		2009	2012
Austria	Austrian Professional Association of Management Consultancy, Accounting and Information Technology (UBIT)		1985	1987	Ukraine	CMC-Ukraine		2010	2011
Hungary	VTMSZ, Association of Management Consultants in Hungary		1990	1996	Lebanon	The Society of Management and Development Consultants - SMDC		2013	2018
Romania	AMCOR (Romanian Management Consultancies Association)		1990	2002	Global	CMC Global Institute		2013	2014
Turkiye	YDD- Turkish Management Consultant Association		1991	2003					

ICMCI European Hub Today

Inputs from last Euro Hub Meeting

About the role of Euro Hub meetings

- Support the ICMCI in its task especially the strategy implementation
- Promote the role and importance of the national IMCs
- Promote and support the competency of the professional management consultants
- Gather together and share the needs of the professional community of management consultants

Therefore, we should:

- Talk about the ICMCI strategy and how the IMCs best support the implementation
- Find ways of (marketing) co-operation of IMCs
- Talk about the training and education an IMC can offer to members and not yet members (the path of how to become a CMC as professional management consultant)
- Identify common actions to increase recognition of CMCs in the market and by the institutions

Purpose of the Euro Hub

- Strengthen the role of Euro Hub
- Build the relevance of Euro Hub for the Institutes
- Attract new members in countries with limited number of members
- Organize Euro Hub as first task
- Growth and visibility
- Advisory of local issues and ICMCI new initiatives
- Inspire the stakeholders and community
- Get recognized
- Understanding the strategy of different IMCs

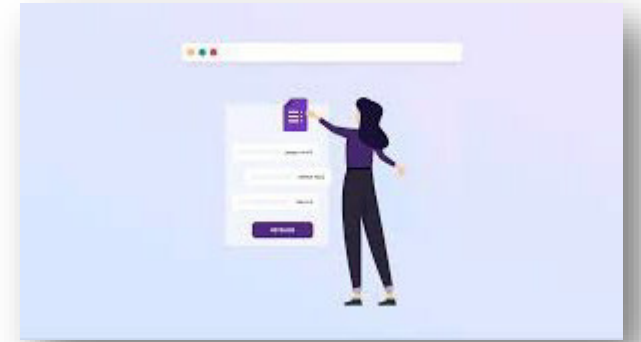
Think big and be agile!



Towards a shared ICMCI Euro Hub strategy implementation

Key questions to support a shared strategy implementation

- 1) Who are we as ICMCI Euro Hub?
- 2) For whom are we important as ICMCI Euro Hub?
- 3) What are the benefits of ICMCI Euro Hub?
- 4) What would you expect from ICMCI Euro Hub?
- 5) What do you think is the trigger for your members to gain the CMC designation?
- 6) How can we expand the ICMCI Euro Hub?
- 7) Do you know how to leverage the Constantinus International Award benefits?



Who are we as ICMCI Euro Hub?

- 1) We are working in Europe within the management consulting to connect in the regional level
- 2) We are a part of the ICMCI global but working specific on the European interest
- 3) We should be more precise on who we are and what we want to be

For whom are we important as ICMCI Euro Hub?

- 1) IMCs
- 2) Potential new IMCs as members of ICMCI
- 3) Members of IMCs
- 4) Euro Hub Stakeholders

What are the benefits of ICMCI Euro Hub?

- 1) Connections in Europe for consultants from other regions
- 2) Intensive the co-operation, common meetings and discussions, exchange practices
- 3) Lobbying and presenting the profession to EU, Financing Institutes etc.
- 4) We have “two pillars”: we take care of the normative side of the profession, and we should be inspiring people about excellence
- 5) A big thing is how to get “famous” and show that we care

What would you expect from ICMCI Euro Hub?

- 1) Better coordination and interaction with relevant public organizations in order to reinforce market position, i.e. EU institutions
- 2) Develop common ICMCI regulations to avoid development of local institute regulations
- 3) Develop incitements and relevance of ICMCI to create value for the institutes including attract new members to the local institutes
- 4) Establish a process of continuous work and meetings in the hub, to enable progress in agreed topics
- 5) Facilitate resources to local institutes (the smaller institutes) in order to make it possible for them to execute agreed decisions and build local operation

What do you think is the trigger for your members to gain the CMC designation?

- 1) High level of standard and visibility
- 2) To be recognized as a Professional in the profession
- 3) Being part of an international community recognized by the world
- 4) What are the benefits becoming CMC, how should we use it and what can we gain with CMC certificate
- 5) Being able to work within the international standards
- 6) Insist to the European Authority for recognized the CMC Title
- 7) Visibility and proof of qualification
- 8) Provide higher standards to clients to select the consultants
- 9) Insist to the European Authority for recognized the CMC designation
- 10) CMC Title should be a requirement for grants
- 11) High Image is very important
- 12) More organization and event to promote CMC participants

How can we expand the ICMCI Euro Hub?

- 1) Promote Euro Hub to the Social Web to connect the European Management Consultants not linked now with IMC, for example the French/Belgian/Spain Colleagues
- 2) Connections to European government
- 3) Influence in Brussels
- 4) Influence procurement in Brussels
- 5) Begin with the name ICMCI Europe, instead of Euro Hub
- 6) PR campaign, social media to start visibility
- 7) Discover opportunity and way to influence EU
- 8) Being voice of the profession in Europe

Do you know how to take advantage of the Constantinus International Award?

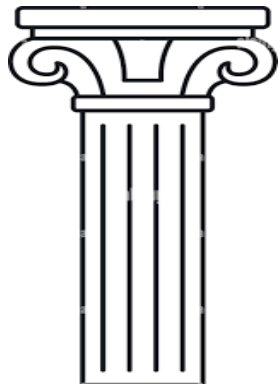
- 1) Being best recognized as a winner and being proven as a good practice against high level standards
- 2) High Image for the profession because on stage is the client and the consultant
- 3) Highlighting the importance of consulting on an international level promoting people with CMC Title
- 4) Press releases from ICMCI saying I am the best
- 5) We have an International and National Constantinus, not at the European level. Promote the Constantinus in Europe.
- 6) Link the Constantinus Award with the EU Cultural/Professional Commissions, extending our network with large organizations, public sector organizations and NGOs

Implementing ICMCI Strategy in the Euro Hub

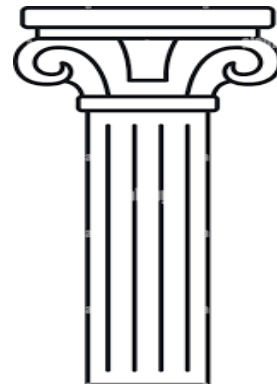
ICMCI Strategic Pillars

*To be a leader in the development of management consulting
as a global profession that drives social and economic success*

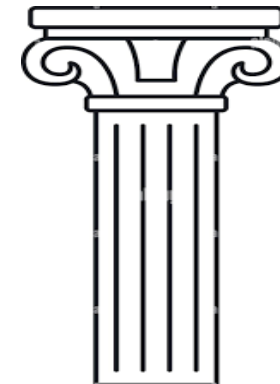
Ethics &
Standards



Knowledge
Development
& Sharing



Representation

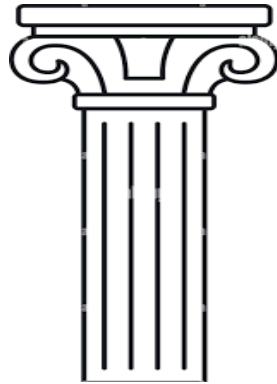


ICMCI Vision 2030 – Aspirations and immediate actions

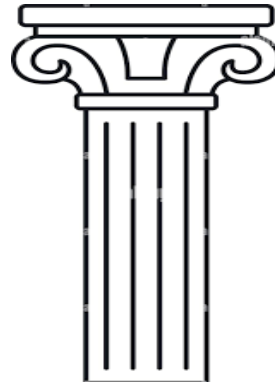
Strategic Pillar	Aspiration	Immediate Actions
Ethics & Standards, Knowledge Development & Sharing, Representation	Strong relation with the industry	
Ethics & Standards, Representation	Recognized by a sufficient number of industries / organizations / governments	
Knowledge Development & Sharing	Internationally recognized methodology to implement and report SDGs and social	Setting up ICMCI SDG-related Strategy and methodology to be presented in the Conference
Representation	Recognized Management Consulting Ecosystem (MCE) advocacy voice of the profession through an effective and well-resourced communication	Establishing Agile Hubs
Representation	Enhancing the visibility and value proposition of CMC	Deliver promotion campaigns
Knowledge Development & Sharing, Representation	Available in 80% of the countries	Services Inc to approach consultants
Ethics & Standards	Expanding IQA to accredit certification bodies	17011 Accreditation
Representation	Joined-up community with a culture of belonging and commitment	Establishing Agile Hubs
Ethics & Standards	Developing steps toward regulation / self-regulation	
Knowledge Development & Sharing, Representation	Sustainable robust revenue streams	Establishing ICMCI Services Inc.
Representation	Having ICMCI Services Inc operating and contributing a significant impact to ICMCI revenue	Promoting and selling services via Services Inc.
Knowledge Development & Sharing, Representation	Enabling ICMCI Academy on the global relevant training courses	Set up business plan, deliver business plan.
Representation	Elevate ICMCI income by implementing a donor-related strategy	Identify potential donor organizations, identify gaps

Implementing ICMCI Strategy in the Euro Hub

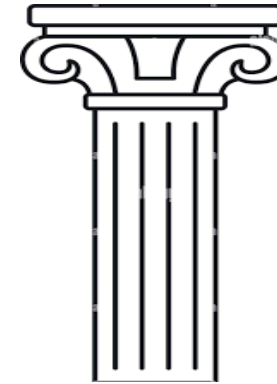
Ethics & Standards



Knowledge Development & Sharing



Representation



Aspirations

- Recognized Management Consulting Ecosystem (MCE) advocacy voice of the profession through an effective and well-resourced communication
- Joined-up community with a culture of belonging and commitment

Actions

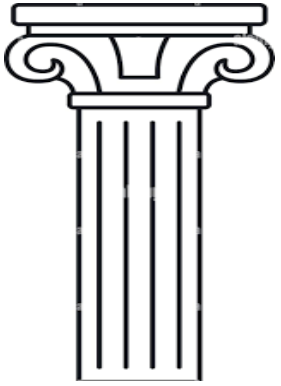
Establishing Agile Hubs
Develop a Business Plan

- For 3-5 years
- Benefit for IMCs
- Required structure to achieve the goals
- Required resources to achieve the goals

Turning ICMCI 2030 aspirations into reality in the European Hub ecosystem

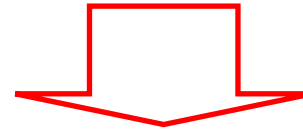
Implementing ICMCI Strategy in the Euro Hub

Representation



Aspirations

- 1) Recognized Management Consulting Ecosystem (MCE) advocacy voice of the profession through an effective and well-resourced communication
- 2) Joined-up community with a culture of belonging and commitment



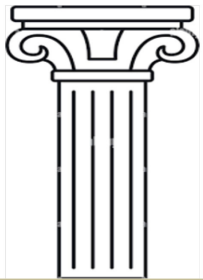
Path to implementation in the perspective of:

- 1) IMCs
- 2) Potential new IMCs as members of ICMCI
- 3) Members of IMCs
- 4) Euro Hub Stakeholders

Ethics &
Standards



Knowledge
Development
& Sharing



Steps for building an effective governance model

Starting point: Euro Hub Business Plan

- **Period of business plan**

Minimum two (2) years, maximum five (5) years

Default: three (3) years

- **Key Elements of Business Plan**

The business plan will include the Vision and Mission of the Hub, Strategic Positioning (which may include environmental scan and SWOT analysis), and Identification of Key Stakeholders.

- **Goals and Success Criteria**

Concrete description of goals that are to be achieved, together with timelines over the period of the business plan. The goals must be related to ICMCI's strategic goals.

Indicators of successful achievement of these goals with concrete measurable outcomes should also be indicated.

- **Required Resources**

Resources in terms of support from member Institutes of the Hub, from the ICMCI Office (Board and/or Secretariat), financial resources, and support from other stakeholders.

Thank you!

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