



CLIENT TESTIMONIALS

Glen Fullerton – Group CEO – MB Technologies

“Seldom in life does one come across the fine balance between the appropriate academic training, skill and experience and an ability to quickly provide meaningful and insightful advice to an industry in which the consultant had no prior experience.

This was the unique skill that Graeme Prevost and his PSP Icon team brought to our group which operates in a highly competitive and fast moving industry that is experiencing significant change.

The consulting work has added significant value to a business that is in transition from a previously large owner managed business to a more corporate approach with two large shareholders.

Our journey with Graeme has resulted in a clear road map being crafted buy in from management and shareholders. Significant alignment of management and shareholders has been achieved which we are confident will have long and short term benefits for all stakeholders.”

Servaas Cillie – Business Unit Leader – Fairbairn Capital Service Centre

I recently engaged PSP Icon to deliver a Process Analysis and Improvement Project in our Fairbairn Capital Service Centre.

The Transformation Project involved understanding the current “State of the Nation” in the Service Centre and the key linkages to other parts of the investment process within Old Mutual. The team were tasked with identifying the underlying improvement themes and specific opportunities to deliver immediate process; system and documentation enhancements.

I was initially intrigued by the team allocated to the project as it consisted of 2 former Unilever GM’s and a recent MBS with Winemaking experience. However, I can categorically say that this was the best team of consultants I have ever used.

The understanding of people and their quick grasp of how the business worked was excellent. They were able to grapple with a highly complex process in a short space of time, distil the important elements and provide powerful insights on improvements on the way forward and present this in a way that engaged the management team and achieve the necessary buy-in.