

Carlton & Partners is a firm of specialist management consulting teams providing business advisory and implementation services.

We have grouped ourselves into specialist practices believing that it is the best way to focus our people and to provide our clients with the skills, expertise and experience of people who have dedicated themselves to being the best in narrower practice areas.

Specialist Practices

Turnaround Practice providing workout and turnaround support by tried and tested turnaround teams to achieve maximum shareholder value.

New Venture Practice providing innovation and new product introduction support to achieve revenue growth and establish new businesses enterprises.

Leader Development Practice providing advisory and coaching services to help improve senior and middle management leadership skills.

Retail Practice providing advisory and implementation to gain competitive advantage in strategic and tactical marketing, store management, supply chain and logistics and distribution.

Strategy Practice providing cost-effective and timely support in strategic decision making, portfolio management and transactions to achieve fresh insights, develop robust options and sound decisions.

Operational Improvement Practice providing operational improvement advice and implementation services to achieve greater productivity, lower costs and better profitability ... sustainably.

Fee Structures

We offer our advisory and implementation services with three fee structures depending on the circumstances:

Contingency Fee Proposition charges the client a reduced periodic fee, the reduction (up to a maximum reduction of 20 percent) being payable once certain agreed milestone targets are achieved (in some circles this is referred to as a "contingency fee" arrangement). This fee structure is best suited to engagements where measurable and correlated results are clearly identifiable at the beginning of an engagement.

Performance Fee Proposition charges the client a discounted periodic fee (up to a maximum discount of 20 percent) and a performance fee that is calculated on a pre-agreed formula, for example, percentage of revenues from the sale of a new product launched as a result of an engagement, calculated for a period of 12 months. This fee structure is designed for engagements where the results are estimable but harder to pin down and is best applied to revenue-generation engagements.

Fixed Time and Materials Proposition charges the client a fixed daily or weekly rate for each consultant assigned to an engagement until the deliverables are completed. In addition, we will honor a stipulation that the client need not make further payments should the engagement stretch beyond an agreed period, in fact, will stand by our clients' right to satisfaction and if any client for whatever reason is dissatisfied, they may at their sole discretion, choose to retain the final payment.

Contact:
Carlton & Partners (EMEA)
3 Shortlands
London W6 8DA
United Kingdom
Telephone: +44-20-8822-3338
Facsimile: +44-20-8822-3357
Email: enquiries@carltonpartners.com
Website: www.carltonpartners.com