

Senior Advisor Placements

Maximizing End-Client Impact by Staffing Experts on Project Teams

- 1 **Expert inputs during the proposal preparation and pitch process** to improve conversion
- 2 **Client vetted individuals** able to represent your brand in client-facing settings as part of project teams
- 3 **Fast turnaround process** with clear rules of engagement

Fast	Thorough	Flexible (& Competitive)
<ul style="list-style-type: none"> • We can source initial candidates for your screening within hours of initial intake • Our process allows for expert onboarding onto case teams within 2-3 days 	<ul style="list-style-type: none"> • Before selecting any experts, you can conduct several free screening calls with candidates • Once an expert is selected, GLG sends you a set of terms for approval by email, outlining scope & pricing 	<ul style="list-style-type: none"> • Work directly with the expert from proposal preparation through project execution, either in-person or remotely • Discount on hourly rates can go from 20% up to 70%, dependent on deliverables, location, expert seniority, and level of commitment.

Client Challenge	GLG Solution	GLG Rate
<p>Client was helping with the procurement process of an O&G player on an RFP for ALS (Artificial Lift Services).</p>	<ul style="list-style-type: none"> • GLG sourced and staffed the former Senior Engineer in Well Performance of Upstream Technology responsible for hiring. Client won the project and expert worked with the project team for 2 weeks for a total of 40 hours. 	<p>US\$5000/day Additional Hours: US\$650/hr</p>
<p>Client was invited to support an Indian energy transmission company's cost optimization and productivity improvement in a transmission line project execution.</p>	<ul style="list-style-type: none"> • GLG sourced and staffed the Head of Collections at a large telecom provider • Client won the project and expert worked with the project team for 1-2 days per week for 8 months 	<p>~200 hours US\$400/hr</p>
<p>Client was pitching the setup of Revenue Assurance and Fraud Prevention of an energy company.</p>	<ul style="list-style-type: none"> • GLG sourced and staffed the former Head of Energy Recovery of a leading energy player • Client won the project and expert worked on the project for nearly 300 hours over 6 months 	<p>~300 hours US\$300/hr</p>

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Rules of Engagement When Placing an Expert on a Project Team

Onboard Experts to Your Project within 48 Hours

Estimated Timeline

Part 1:
12-24 hours

1 Project Scoping

- You are working on a **proposal that requires outside technical or hands-on, senior expertise**
- You reach out to GLG with a description of the case
- GLG **connects with you on an intake call to discuss where the knowledge gaps are**, ideal expert profile, timeline (i.e., pitch meeting date & potential start date) and how the team envisions engaging the expert(s)

Part 2:
24-48 hours

2 Initial Selection of Candidates and Screening

- GLG will reach out to candidates to screen for fit, interest & availability
- GLG shares a list of **screened experts** who have indicated interest, availability, and no potential conflicts
- From there, you **select experts** to conduct free 15/20-minute phone screens

Part 3:
12-24 hours

3 Final Selection and Rate Negotiation

- You **confirm which expert they would like to engage** and minimum anticipated commitment of hours
 - A **minimum of 10 hours** is required to be able to screen experts and have the selected expert presented as part of your team to the client.

Part 4:
TBD

4 Project Execution and Time Tracking

- Your team **wins the project** and notifies GLG immediately
- GLG provides a **turnkey contract** outlining the project for you and the expert to approve
- GLG shares the **expert's timesheet with you weekly for approval** and bills end of the month
- Costs will **appear on your firm's monthly statement** and are allocated back to your team via the project code

Contact Us to Learn
More



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