Digital-Clay

Take your consulting business to the next level and increase your profitability

With no cost to you, our experts will transform your knowledge into a software product you can sell; Revenues from sales will be shared.

The challenge

Consulting is a tough business. You work hard for every dollar you earn.

Customers expect you to help them where their own experienced and talented teams could not. Your knowledge is sought after, and you devote a lot of time sharing this expertise with every customer until they get it right.

Once you complete your analysis, you often find yourself recommending third-party software solutions. Not only do you not profit from these recommendations, but in many cases you find these solutions lacking in many areas.

What we suggest

One way you might consider to make your business more profitable is moving from a pure service-based business to a service plus product based business.

Selling an off-the-shelf product will enable you to replicate your expertise without actually having to be hands-on involved in every earned dollar.

This is where the real potential to increase profitability is.

The concept here isn't new. Many service-based companies know this and would want to sell a product of their own in addition to the services they are already selling. They don't, because of the huge investment and risk involved.

How this can be achieved

By partnering with us at Digital-Clay, you instantly acquire our expertise in developing world-class software solutions.

Thanks to our propriety smart application engine we have developed thousands of enterprise-class solutions for customers world-wide.

Digital-Clay has the engine, you have the industry knowledge. Through a partnership, you can provide a robust, easily customizable, and unique solution to your customers.

Through its easy point-and-click interface, you can even customize the solution yourselves if needed.

How would this work

1. Initial strategy and goals meeting sessions to discuss potential business cases.

2. Joint creation of a business plan that covers sales, maintenance, support, etc.

3. A mutual decision to go ahead with an initial pilot demo with core functionality once a viable business plan is drafted and seems beneficial to both parties.

4. Once the pilot is approved, a final detailed design document is created with feedback from our engineers.

5. Final implementation with periodical updates, your feedback, and raw materials for marketing/training.

6. Support infrastructure is created with your team providing the first line of support and Digital-Clay as the second line.

7. Product launch. Sales revenues are shared.

8. Subsequent versions and additional products are optionally discussed and designed.

Additional information

Digital-Clay invests much effort and resources in each partnership as we dedicate our best experts to design and build a product based on your specifications.

Apart from your time and commitment there are no extra costs involved. We expect partners to be responsible for the sales of the finished product, and revenues from sales are equally shared.

We would love to hear about your business and experience and discuss possible synergies.

For more information and to initiate discussion, please contact:

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