

# Optimizing Efficiency in Strategy Consulting

How Aviense Enhanced Productivity and Client Service with Targeted Training from Kubicle.



## The Challenge

Aviense, a prominent strategy management consulting firm in the Gulf region, faced a significant challenge in maintaining efficiency across its consulting processes. The firm needed to enhance its team's capabilities in essential consulting tools like PowerPoint, Excel, and financial modeling, which traditionally consumed over 70% of a consultant's day. Despite having a team comprised of alumni from top international firms, the consultants at Aviense were spending excessive time completing routine data tasks, impacting their ability to focus on high-value client services.

## Aviense Background

Aviense is a leading strategy management consulting firm that serves various industries such as telecommunications, financial services, and oil & gas in the Middle East. The company, founded by former consultants from renowned firms like BCG, McKinsey, and Arthur D. Little, aims to elevate the consultancy standards in a market typically underserved by international brands.



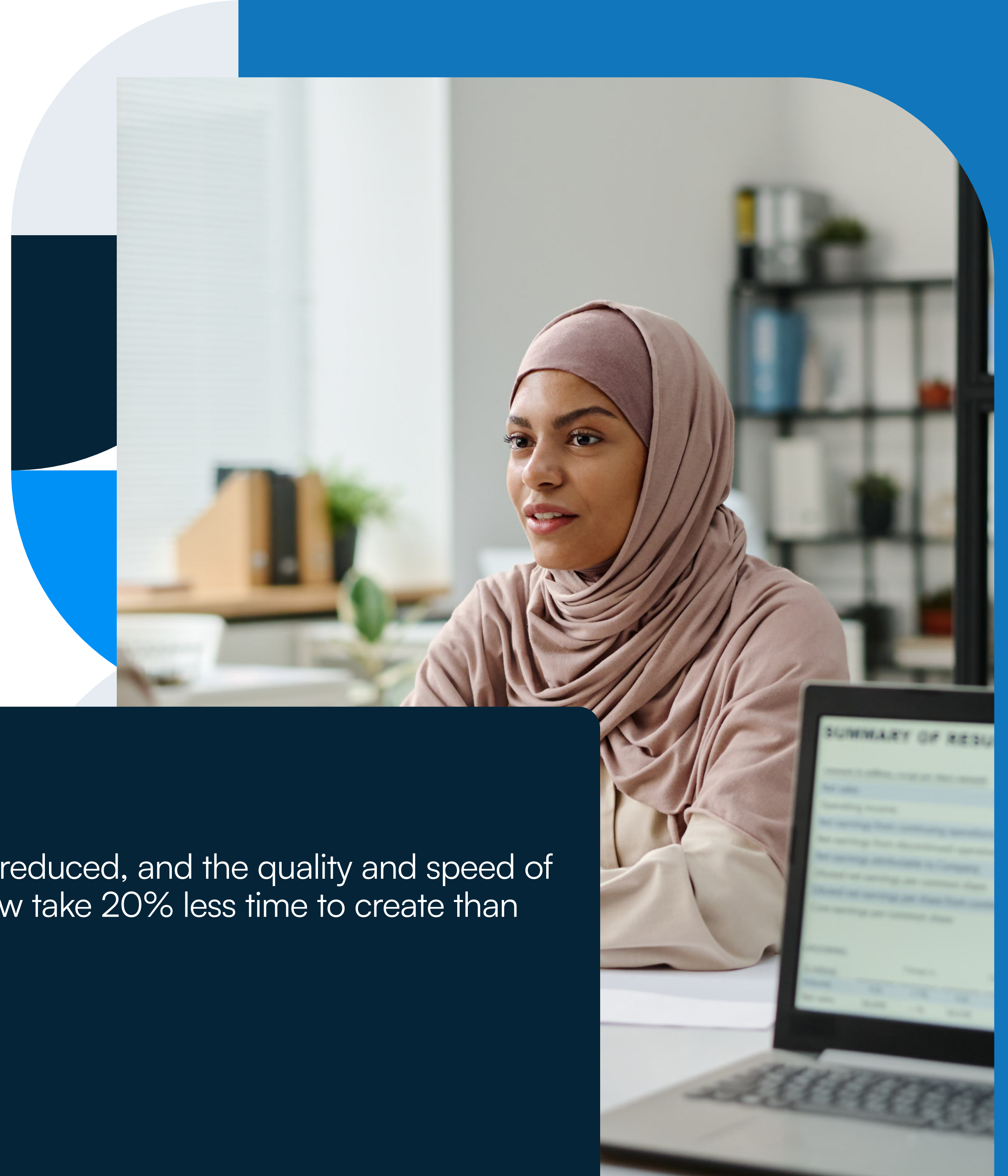
## The Solution

Having previously experienced the benefits of Kubicle in their prior roles, the executive team at Aviense selected Kubicle as their learning and development partner to address these challenges. Kubicle's platform offered tailored learning modules in PowerPoint, Excel, and financial modeling, all critical for consulting efficiency.

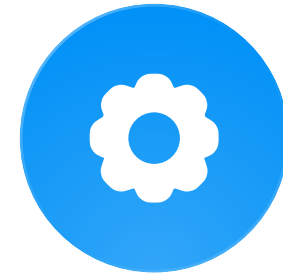
The courses were structured in bite-sized chunks of 5-7 minutes each, allowing consultants to learn at their own pace without significant downtime. Additionally, Kubicle's focus on the specific needs of consultants with practical tips and shortcuts facilitated a rapid improvement in the team's operational efficiency.

“The number of mistakes made by consultants in the firm has reduced, and the quality and speed of their delivery has increased. Financial models, for example, now take 20% less time to create than they did pre-Kubicle.”

- **Sayed Al Mirmoezi, Consultant.**



## 3 Key Benefits of Kubicle



**Customized Learning Plans.**



**Tracking and Reporting Tools.**



**Responsive Support Team.**

## The Impact

The implementation of Kubicle's training program led to a transformative change at Aviense. Initial skill assessments revealed weaknesses in 54% of the curriculum areas, but by the end of a 2.5-month training semester, 77% of skills were classified as strong.

Consultants reported a 30-40% improvement in their efficiency in data analysis and presentations, with financial modeling tasks taking 20% less time to complete. This efficiency gain translated into a significant reduction in time spent on projects, such as due diligence, where consultants reclaimed up to 15 days of time.

Overall, Aviense saw a reduction in errors, faster delivery times, and enhanced quality of work, confirming that investing in targeted, effective training with Kubicle was pivotal in advancing their competitive edge in the consulting industry.



# Learn How We Can Help Your Organization

Contact Kubicle



“In consulting we need to get the best results in the shortest span of time. Kubicle has easily improved our Excel data analysis and presentation efficiency by a factor of 30-40%. Payback is achieved on a single client engagement.”



Mohammad Nikkar,  
Manager