

Consulting Shapes and Directions 2021 – Reflections from the Management Consulting Industry

Even before the pandemic arose in early 2020, demand organization expectations in combinations with maturing operational technology (OT) and the computers and networks (IT) that empower their data processing and analysis were flooding FM awareness. Business performance possibilities and the changes and expenses that would be involved were not clear as to specifics, and daunting in terms of learning and adapting, while at the same time operations and maintenance must continue.

Can circumstances and trends in the management consulting as reported in industry commentaries reflect on FM and FM consultants? Overall, yes, since executives of demand organizations are aware of developments, mentions and allusions in their industries, institutions, and agencies. What follows are themes gathered from a scattering of consulting industry sources listed below. What is their import to FM consulting? They play to both our present and near future strengths and weaknesses. SWOT anyone?

Consulting Market and Menu –

Acceleration, Broadening, Customization, and Digitalization in all its aspects are the ABCD of the articles below. While this isn't surprising – if anything could be surprising recently – it sketches a new, diverse, and expanded market for FM consulting. Line FMs and executives with FM responsibilities may rely on and stay in touch with principal providers of advice and projects, but on a basis of what the consultant can produce to expedite responses to strategic objectives of the demand organization top tier.

The provider – consultant - then is in a position more like a broker, both helping to form and meeting the client's needs by finding available, even independent, expertise and results of demonstrable present value. Yes, "gig economy" comes to mind, but what is provided to the client is not a common commodity, but specialized expertise a la carte in a rapidly evolving business and technical landscape enabled by progressively integrated digital capabilities from a range and variety of sources.

The ecology elaborated in the four articles below rapidly becomes feasible with evolving technologies and business expectations, and necessary as travel and meeting in person are sharply less due to the pandemic. As consultants, we have much to gain by optimizing how and when we grasp a client's circumstances and needs, just as always, but specialized expertise and capacity can now come from a progressively wider and more varied base. Something similar may be said for clients.

Sources

Linchpin, **Trends Transforming The Management Consulting In 2021**

(<https://linchpinseo.com/trends-in-the-management-consulting-industry/>)

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(<https://www.smbadvisors.com/capabilities/digital-brand-development/insights/4-business-consulting-industry-trends-to-look-out-for-in-2020>)

Consultancy.uk, **Five trends shaping the future of the consulting industry**

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Infodesk, **Key trends in 2021 for Consulting** (<https://www.infodesk.com/consulting-industry/key-trends-in-2021-for-consulting/>)

FMCC welcomes and shares with our members your responses, ideas, and opinions.