



PeopleSoft Contracts!

Rates decreasing?
Recruiters hounding you?
Feeling like a commodity?

Let us help!
We Get It!

What We Are About-

The Consulting Group is a company founded in April 2005 by former PeopleSoft employees, who joined together to continue the tradition of providing PeopleSoft's renowned "outrageous customer service" and professionalism.

With the acquisition of PeopleSoft by Oracle Corporation, we partnered with Oracle to provide elite consulting services to customers needing to implement or upgrade their applications. As the ERP landscape changed, we endeavored to be flexible, adapting to serve our client's changing needs. Our customers told us of difficulties in securing qualified consultants to assist with integration projects. Frequent skills miss-matches caused project setbacks and suggested that a better staffing approach was needed. To address these issues, we transformed our company into the PeopleSoft-specialized recruiting company we are today.

As the industry changes, we will continue to evolve; adding new applications /suites to our product mix in a manner that allows us to scale, while maintaining our attention to quality. We will also continue to look for new ways to serve our consultants to make their experience with TCG as rewarding as possible.

Why Our Industry Knowledge Is Crucial-

From our experience as PeopleSoft consultants we know that working with recruiters can be an unpleasant experience. In our conversations with independent consultants, many have described recruiters as:

- Bodyshops
- Cold
- Opportunists

We are not simply recruiters. As former consultants, The Consulting Group brings a unique value to the process of building or supplementing a team. As consultants, we know what it's like to be on the road; as a resource provider, we



know what clients are looking for, and will work with you to ensure your resume highlights your skills, increasing the likelihood of getting an interview.

You Will Benefit from Our Relationship-

At TCG, we believe if we are benefiting from every hour you work, you should benefit from our work as well. We surveyed over 100 Independent Consultants and asked them what their main pain points were. Your relationship to TCG will benefit you in the following ways:

Pains of being an Independent Consultant	What TCG will do for you
Finding the next contract	Provide TCG PeopleSoft Opportunities
Managing client relationships	Maintain a relationship with the clients
No Additional money potential	Offer approx. \$800/Mo. per referred Consultant*
No Financial Protection between contracts	Offer approx. \$800/Mo. per referred Consultant*
Time spent on Corp. Maintenance	Provide Paychex High-Volume Discount

To justify our claim that we are not simply “Recruiters”, TCG is committed to finding innovative ways to provide additional benefits to Consultants. Our Paychex discount uses the strength of our relationships, to provide you Paychex Payroll Services, at a 56% discount! In the future, we plan to employ a similar model to provide additional discounted benefits to TCG Consultants at no charge. Stay Tuned!

* Subject to contractual limitations

Higher Rates-

We are able to secure higher rates for our consultants because we can defend the rates we ask clients to pay through our knowledge of the industry. Our cost is also significantly less than those of our competitors. After all, you are doing the work!

Referral Program-

Another offering we extend to you that could significantly increase your income is through referral. TCG offers five dollars per hour (approx. \$800/mo.) for every hour worked by a resource you refer for a specific opportunity, or the hours



worked on a project for a client you refer (maximum duration for a referral bonus is one year). If you were to refer two consultants for two individual opportunities, and they were placed with the client, your monthly income would increase by \$1600; that's rent!

We know that most consultants are tired of staffing companies taking a large portion of their rate. At TCG, you keep more of your rate. For more information, please contact TCG.

Better Service-

As a staff augmentation firm, it is important that experienced consultants wish to secure our services as agents on their behalf. As such, we are actively involved in our consultants' choices of opportunities, and seek out those that meet with their preferences (Telecommuting, flex weeks, on-site, etc.).

Maintaining the relationship with our clients and consultants is important to us, and what separates us from our competitors. We don't simply "place" consultants, but we work proactively with them to ensure the experience is as expected. We also maintain contact to forecast an appropriate engagement as their current one comes to a successful end.

As you can see, we have made strides to address issues that others are happy to consider as "part of the job". We ask that you let us get to know you by joining our community, and telling us what might make a Consultant's life easier for you.

For more information or to discuss how we can help you become more successful, please contact us today.

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