



Business Consulting for Global Company

PROJECT DETAILS

 Business Consulting

 May 2023 - Ongoing

 \$10,000 to \$49,999

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“What they’ve delivered has exceeded our expectations.”

PROJECT SUMMARY

Várri Consultancy provides business consulting services to a global company regarding their market expansion. The project has included discovery, research, and discussions of the team’s findings.

PROJECT FEEDBACK

The client has been pleased with Várri Consultancy’s findings, reports, and high-quality work, so they’re now working on expanding the project’s scope. The team has been collaborative and delivered on time and on budget. Moreover, their understanding of the client’s requirements is impressive.



The Client

Introduce your business and what you do there.

I'm the senior advisor of EasyPark AB, a global company reviewing to continuously expand to new markets. I was the CEO of the company for 14 years, but last year, I decided to step down. Thus, I now work with my successor and the owners part-time, mainly working on our expansion.

The Challenge

What challenge were you trying to address with Várri Consultancy?

We wanted to find a very good consultant who could help us map and review the markets and industry we're in.



Johan Birgersson
Senior Advisor, EasyPark AB



Information technology



Stockholm, Sweden

CLIENT RATING

5.0

Overall Score

Quality: 5.0

Schedule: 5.0

Cost: 5.0

Would Refer: 5.0



The Approach

What was the scope of their involvement?

Várri Consultancy provides us with business consulting. In the beginning, we had a few calls with them to describe at a relevant level our market, background, and history. Then, we got into specific details regarding what we were looking to obtain and defined the different goals and objectives.

During this process, we described our industry, the different stakeholders, and the relationship between those stakeholders. Our company has a presence in close to 25 countries, so there are a lot of opportunities. Therefore, we also specified what we wanted to get out of this engagement.

Since those initial meetings, we've had several other calls with Várri Consulting. On those calls, they've shared results, reports, and their understanding of those findings.

What is the team composition?

We've worked with quite a few teammates on this project, including Johnny (Founder).

How did you come to work with Várri Consultancy?

They came as a recommendation.

How much have you invested with them?

We've spent close to €30,000 (approximately \$32,000 USD).

What is the status of this engagement?

We started working together around May 2023, and our engagement is ongoing.



The Outcome

What evidence can you share that demonstrates the impact of the engagement?

We've been very pleased with phase one of this project, so we're now working on expanding Várrí Consultancy's scope. However, we're still in the research process, so we haven't entered the market yet to see tangible results. Overall, we're positively surprised by Várrí Consultancy; they've delivered high-quality work.

How did Várrí Consultancy perform from a project management standpoint?

Várrí Consultancy has met the deadlines and delivered on budget. We collaborate using a mix of communication channels.

Are there any employees from the service provider's team that you would like to give a shout-out to in this review?

I would like to give a shout-out to Johnny. His ability to grasp our requirements is impressive – he's one of the best consultants we've ever met.

What did you find most impressive about them?

What they've delivered has exceeded our expectations.

Are there any areas they could improve?

There's nothing Várrí Consultancy could improve on.

Do you have any advice for potential customers?

I have no particular recommendation.

