

A shift in consulting

ORGX
scaling impact

The best strategy deck in the room no longer wins.



Over the past few years, something has shifted in consulting

Strategy isn't enough

Organisations are asking harder questions before they sign:

- 1 "What will actually be different?"
- 2 "How do we measure whether this worked?"
- 3 "What are you prepared to stand behind?"

For a long time, the core deliverable was a well-reasoned strategy and a polished slide deck. That work often created genuine clarity.

But clarity alone is not enough, and when direction is off or priorities contradict each other, that needs fixing first.



The real problem

Many organisations have a decent strategy and still go nowhere.

The ambition is there, the logic holds, and yet a year later the same conversations are happening in the same rooms.

The problem is rarely a shortage of ideas.

It is that **priorities stay abstract**, **trade-offs get avoided**, and **execution loses its shape** before it finds its footing.



The market response



The market is responding. Clients have grown impatient with advice that leaves them to do the hard work themselves, and consulting firms are adapting as a result.

The shift is away from advice as the end product and towards accountability for what actually changes.

That is not just repositioning.

It reflects what clients are now willing to pay for.



Our approach at ORGX

At ORGX, we work with target states: tangible outcomes achievable within 12 months that directly contribute to longer-term ambition.

- *We begin by getting clear on the real challenge.*
- *Then define what needs to be true a year from now for the ambition to remain credible.*
- *That becomes a focused roadmap.*

The goal:

Not a list of initiatives, but a structured set of choices that makes it possible to see whether things are actually moving.

What actually matters

We think that a strong strategy and clear slide deck are the starting point, not the finishing line.

What we work towards is measurable progress within the first 12 months, directly tied to the ambition that set things in motion.



The differentiator in consulting is no longer who has the sharpest thinking. It is who can show it is working.





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INTERESTED?

Let's schedule a meeting!

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