



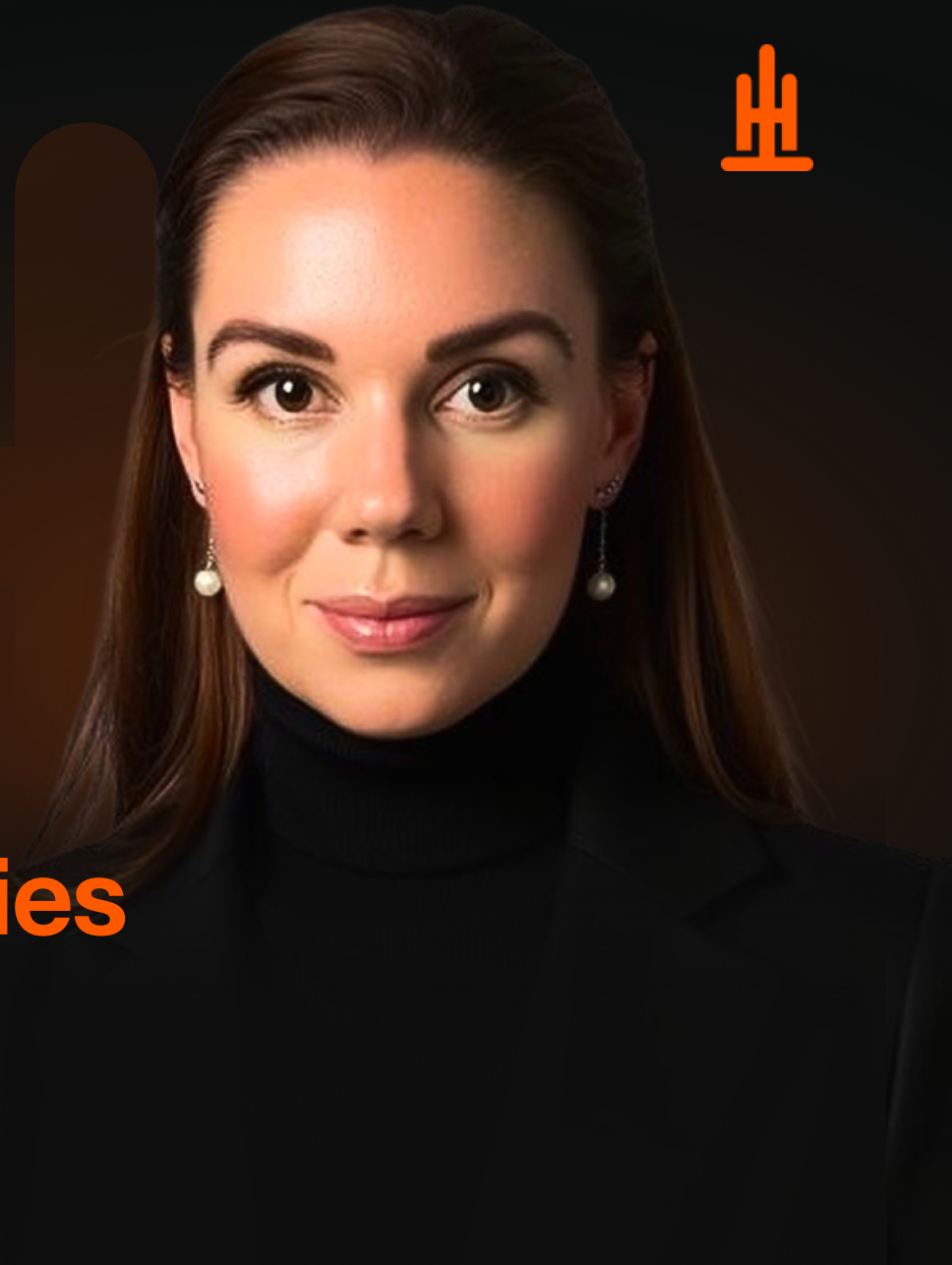
WEBINAR



With **Nellie Wartoft**
CEO & Founder, Tigerhall

August 14, 2025 | 9.00am PST | 12.00pm EST

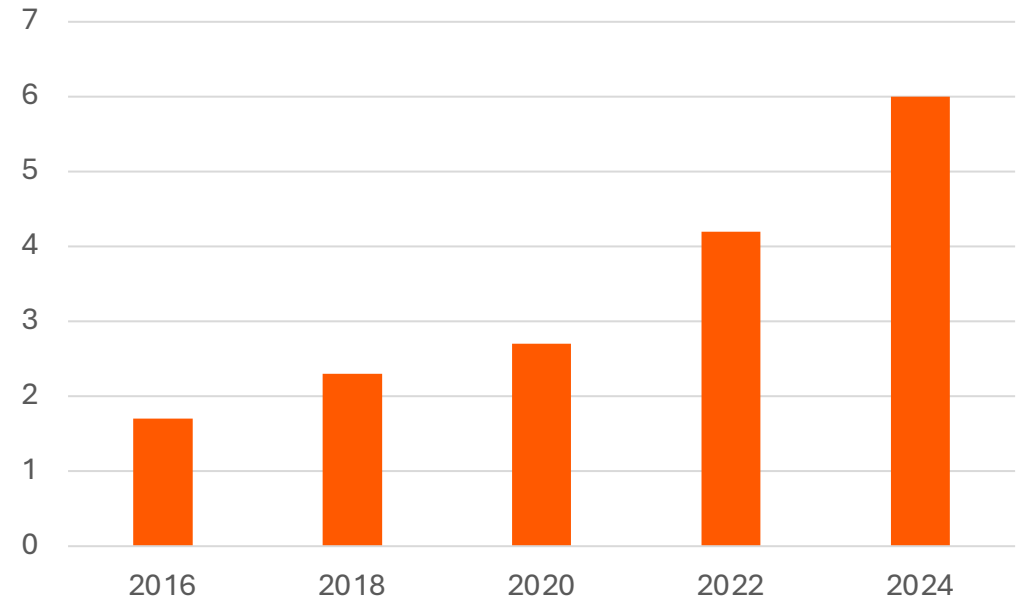
Building **In-House Capabilities** for Always-On Change



85%+ of companies
are **currently**
undergoing
transformation.

- Gartner, 2025

With **6+** Major Initiatives In Flight Each Year

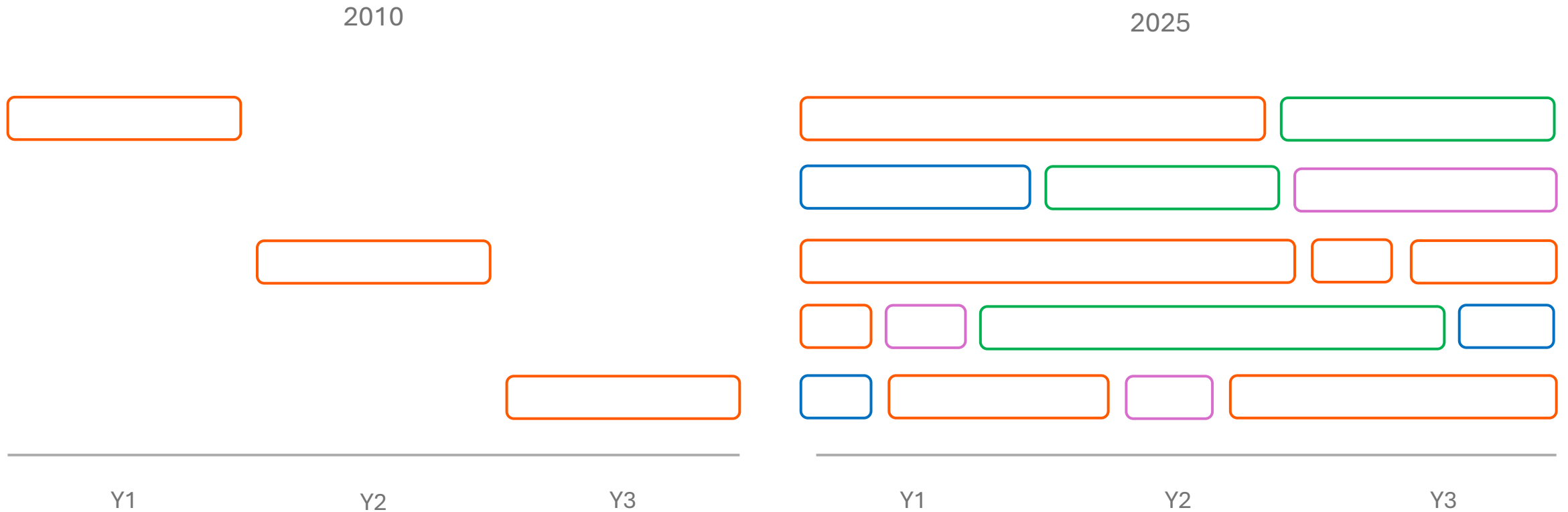


■ Average Annual Transformation Initiatives per Enterprise



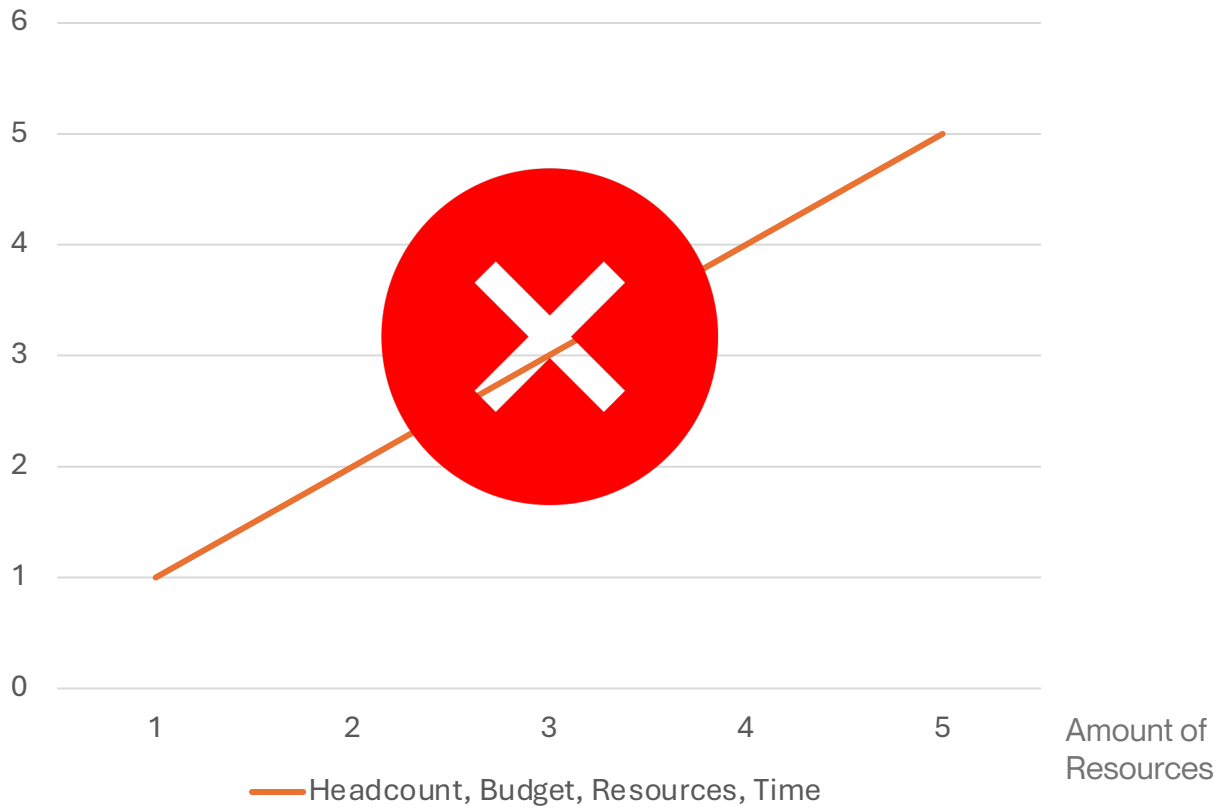
A Velocity Change Driving a Model Change

Most have shifted from “one big project every few years” to a constant, overlapping pipeline of change.



Hard to Scale Today's Velocity in a Linear Fashion

Number of Change
Initiatives



And the legacy, project-based external consulting model wasn't designed for 2025 level non-linear velocity either.



**Billable Hour
Pricing Model**



**Headcount Driven
Profit Margins**



**Start-End Project
Working Style**



**No Compounding
Effects or Benefits**





Slow Pace

Long onboarding,
manual workflows,
slow to respond to
markets.



Cost Model

Linear and expensive,
no economies of scale.



Intelligence Model

Lack of compounding
insights and visibility –
knowledge walks out the
door when contract ends.



SMALL BUSINESS > ENTREPRENEURS

Will AI Replace Consultants? Here's What Business Owners Say.

By [Jodie Cook](#), Senior Contributor. © Jodie Cook covers ChatGPT prompts & ...

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Published Feb 20, 2024, 08:00am EST, Updated Feb 23, 2024, 01:44pm EST

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NOW PLAYING: MILEY CYRUS EXPLAINS WHY GF

TECHNOLOGY | ARTIFICIAL INTELLIGENCE

AI Is Coming for the Consultants. Inside McKinsey, 'This Is Existential.'

If AI can analyze information, crunch data and deliver a slick PowerPoint deck within seconds, how does the biggest name in consulting stay relevant?

By [Chip Cutter](#) [Follow](#)

Aug. 2, 2025 11:00 am ET

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YOUR NEXT MOVE

Because of AI, Consultants Are Now Expected to Do More

Here's what consultants and firms should do to survive this fundamental shift.

EXPERT OPINION BY SOREN KAPLAN, AUTHOR, EXPERIENTIAL INTELLIGENCE @SORENKAPLAN

FEB 28, 2025

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Managing the Business

Are Management Consulting Firms Failing to Manage Themselves?

In response to unprecedented client demand a few years ago, consulting firms went on a growth-driven hiring spree, but now many of these firms are cutting back staff. **David Fubini** questions whether strategy firms, which are considered experts at solving a

PROFESSIONAL SERVICES

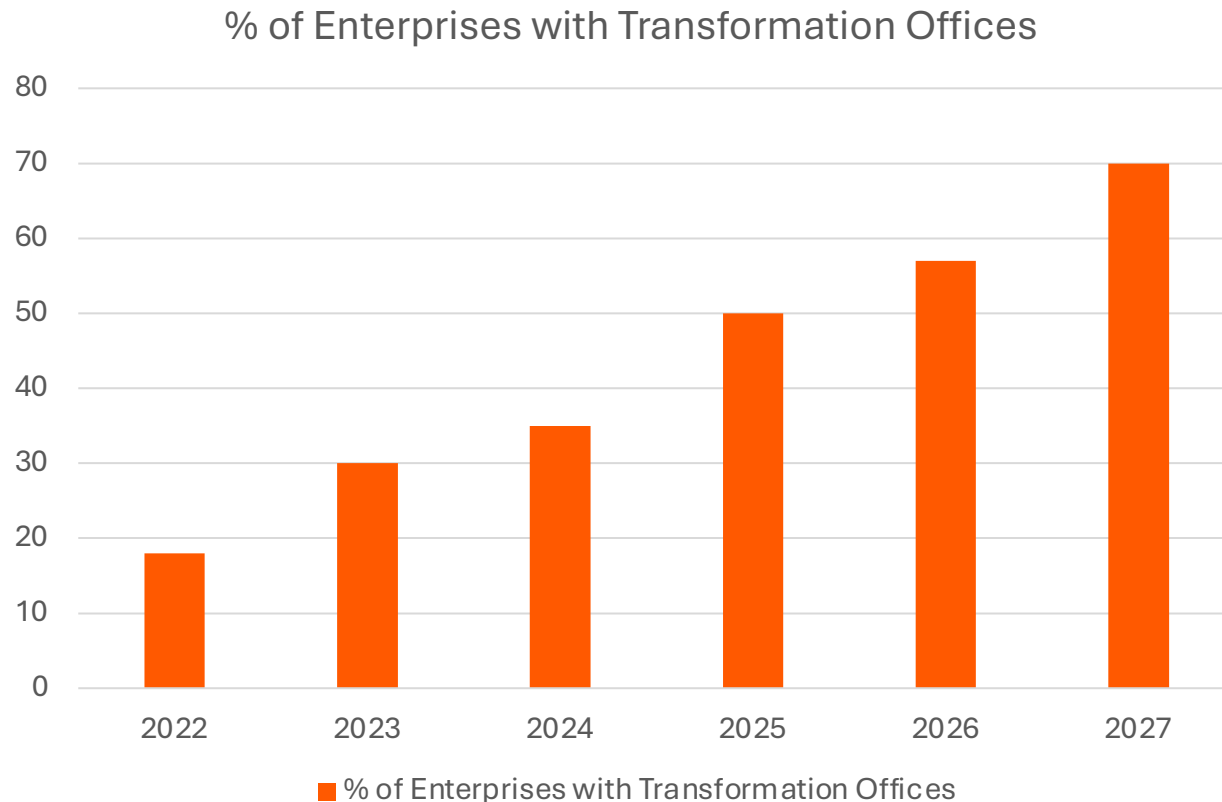
The End of Consulting as We Know it: Client Power and the AI Revolution

By [Humberto Salicetti](#), [KreArc Partners](#) | January 10, 2025

[in](#) [t](#) [f](#) [e](#)



Leading to the Rise of the Transformation Office



68%

of enterprises plan to
significantly reduce consulting
spend in the next 5 years

in favor of building **internal**
transformation teams



Market Speed

Ability to adjust and adapt to market needs at high speed and agility.

Exponential Scalability

A resourcing model that can scale exponentially with the amount of change, with economies of scale.

Compounding Intelligence

Visibility and insights leading to compounding intelligence, quality, impact, efficacy and increased speed over time.



In-House Capabilities for Always-On Change aka The **Compounding** Transformation Office

THE FLYWHEEL EFFECT

Intelligence



Speed



Scalability



INTELLIGENCE

How well can you run your initiatives?

THE FLYWHEEL EFFECT

Intelligence

Enterprise
Performance
Data

Historical
Initiative Data

Transformation
Response Data

Speed

Scalability



Intelligence



Enterprise Performance Data

Historical Initiative Data

Transformation Response Data

ERP

HRIS

**Time to
Launch**

**Stage Gate
Speeds**

**Adoption
Rates per
Audience**

**Sources of
Resistance**

CRM

**Microsoft
Graph**

**Adoption
Rates per
Audience**

**Stakeholder
Behaviors**

**Sentiment
Analysis**

**Concerns and
Blockers**

**Support
Systems**

**Workflow
Tools**

**Sources of
Resistance**

**Success
Drivers**

**Workflow
Actions**

Influencers



SPEED

How quickly can you move from start to finish on a single initiative?

THE FLYWHEEL EFFECT

Intelligence

Enterprise
Performance
Data

Historical
Initiative Data

Transformation
Response Data

Speed

Time-to-
Launch for
Initiatives

Agility &
Course
Correction

AI &
Workflow
Automation

Scalability



Speed

Time-to-Launch for Initiatives

Agility & Course Correction

AI & Workflow Automation

ERP

HRIS

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Speed

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Speed

Agility & Course Correction

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Influencers



Speed

AI & Workflow Automation

ERP	HRIS	Time to Launch	Stage Gate Speeds	Adoption Rates per Audience	Sources of Resistance
CRM	Microsoft Graph	Adoption Rates per Audience	Stakeholder Behaviors	Sentiment Analysis	Concerns and Blockers
Support Systems	Workflow Tools	Sources of Resistance	Success Drivers	Workflow Actions	Influencers



Speed

Time-to-Launch for Initiatives

Leveraging Historical Initiative Data

Knowing where and when to start

Understanding who the early adopters, champions and influencers are

Designing activation plans with past concerns, blockers and success drivers in mind

Agility & Course Correction

Leveraging Transformation Response Data

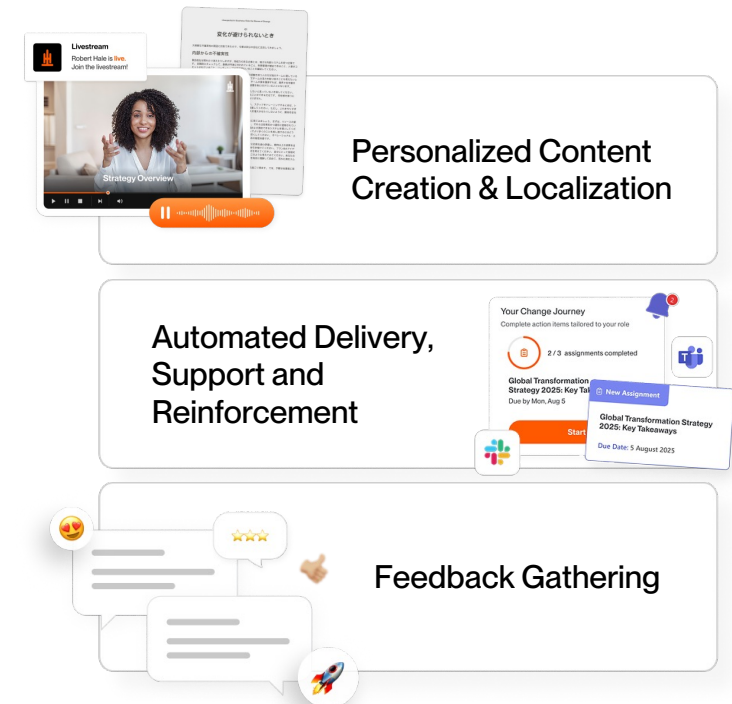
24/7 Adoption Insights

Sentiment Analysis

Two-Way Feedback Loops

AI & Workflow Automation

Leveraging All Data



SCALABILITY

How many initiatives, teams or processes can you run in parallel without loss of quality or control?

THE FLYWHEEL EFFECT

Intelligence

Enterprise
Performance
Data

Historical
Initiative Data

Transformation
Response Data

Speed

Time-to-
Launch for
Initiatives

Agility &
Course
Correction

AI &
Workflow
Automation

Scalability

Portfolio
View &
Control

Network
Effects

Pattern
Recognition &
Repeatability



Scalability

Portfolio View & Control

Scalability starts with visibility. If you can't see it, you can't scale it.

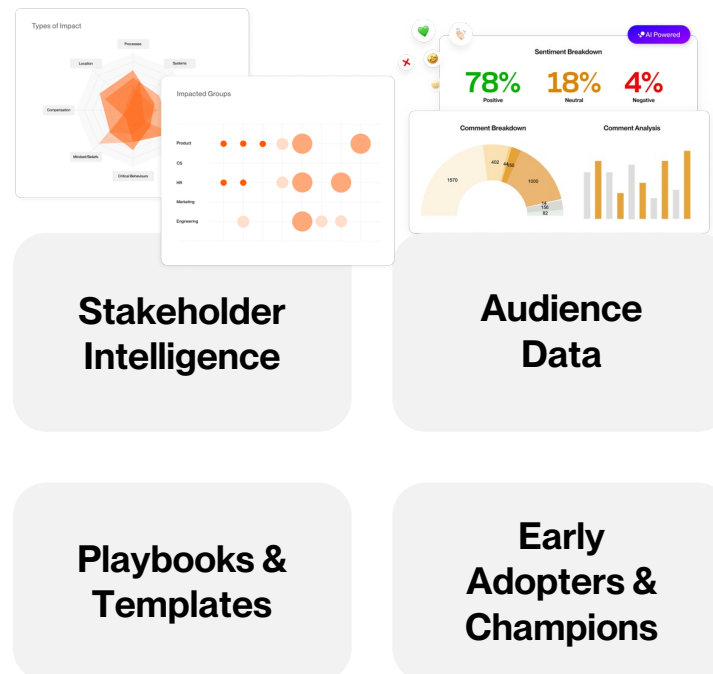
A standardized intake process and health metrics

An enterprise-wide overview of change load, impact and progress

Connected APIs to data lakes and enterprise systems – no fragmented Excel sheets

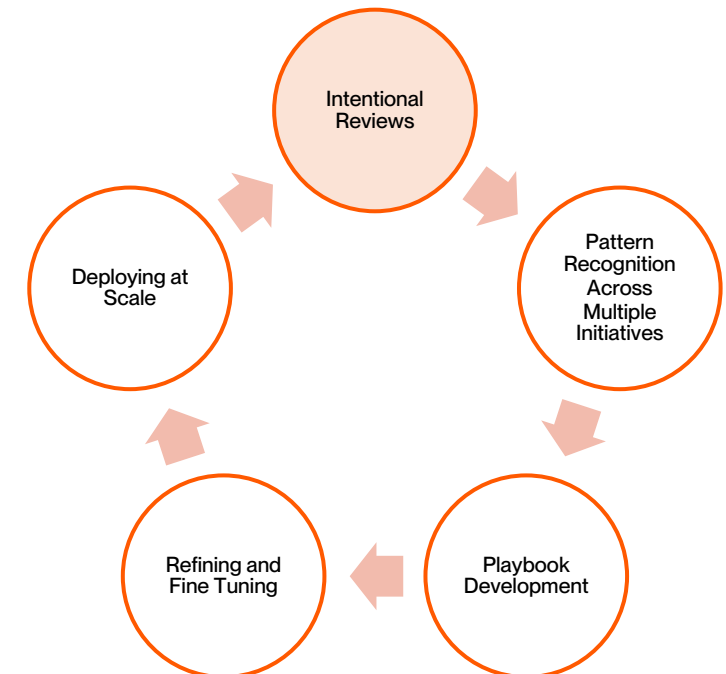
Network Effects

When every new initiative increases the value of the others.



Pattern Recognition & Repeatability

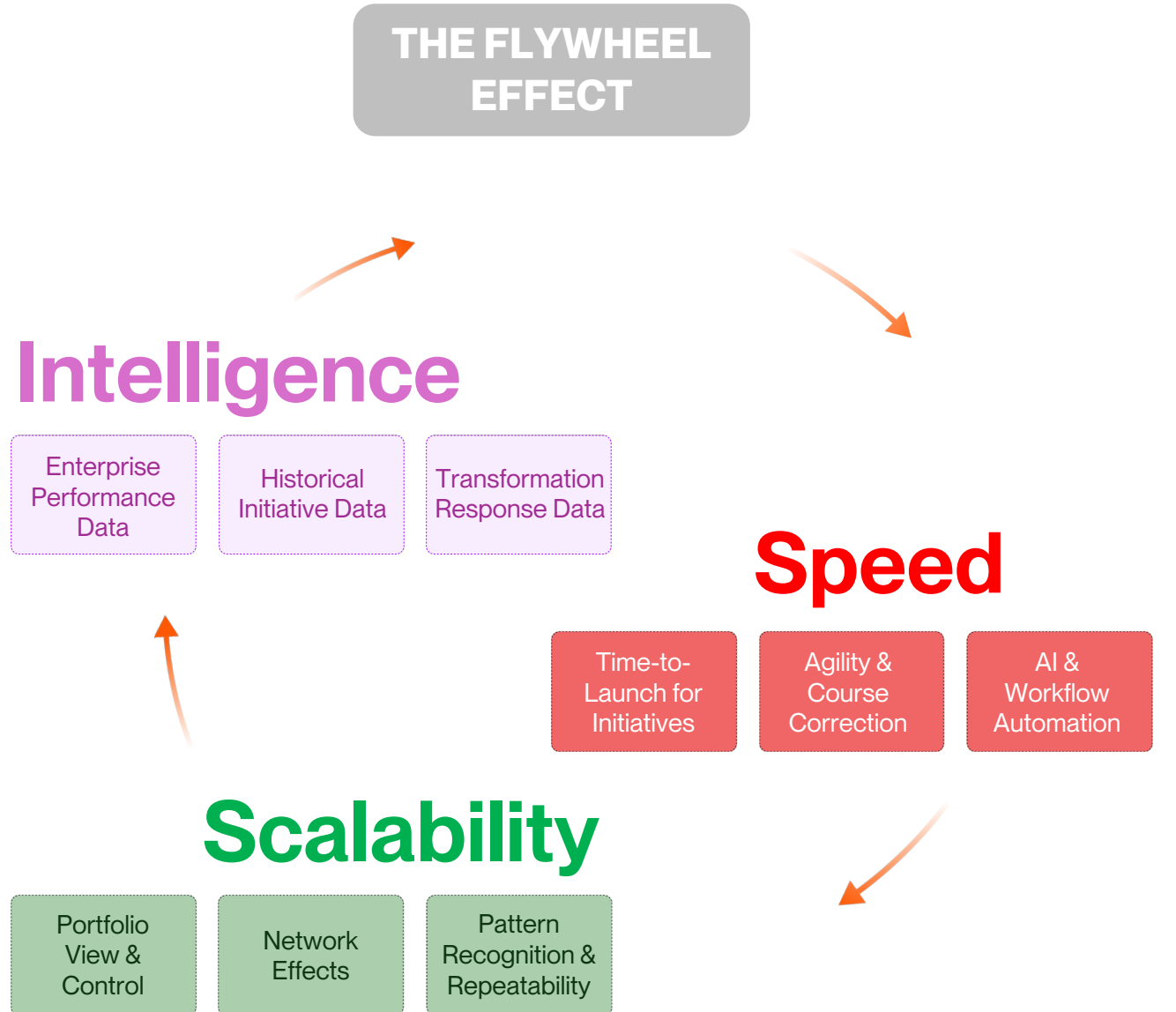
Scalability comes from knowing what works, and doing it again – faster.



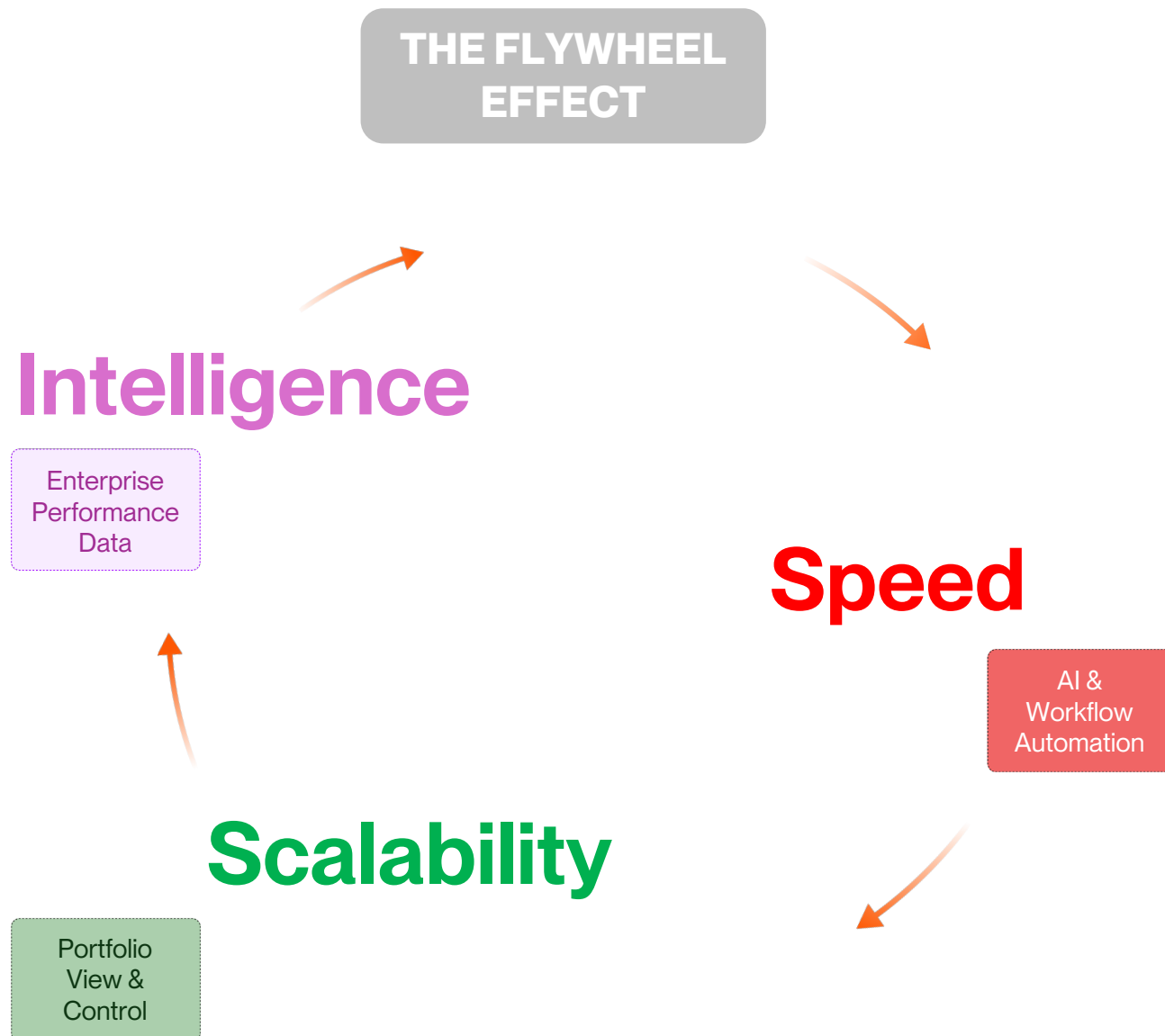
In-House Capabilities for Always-On Change

aka

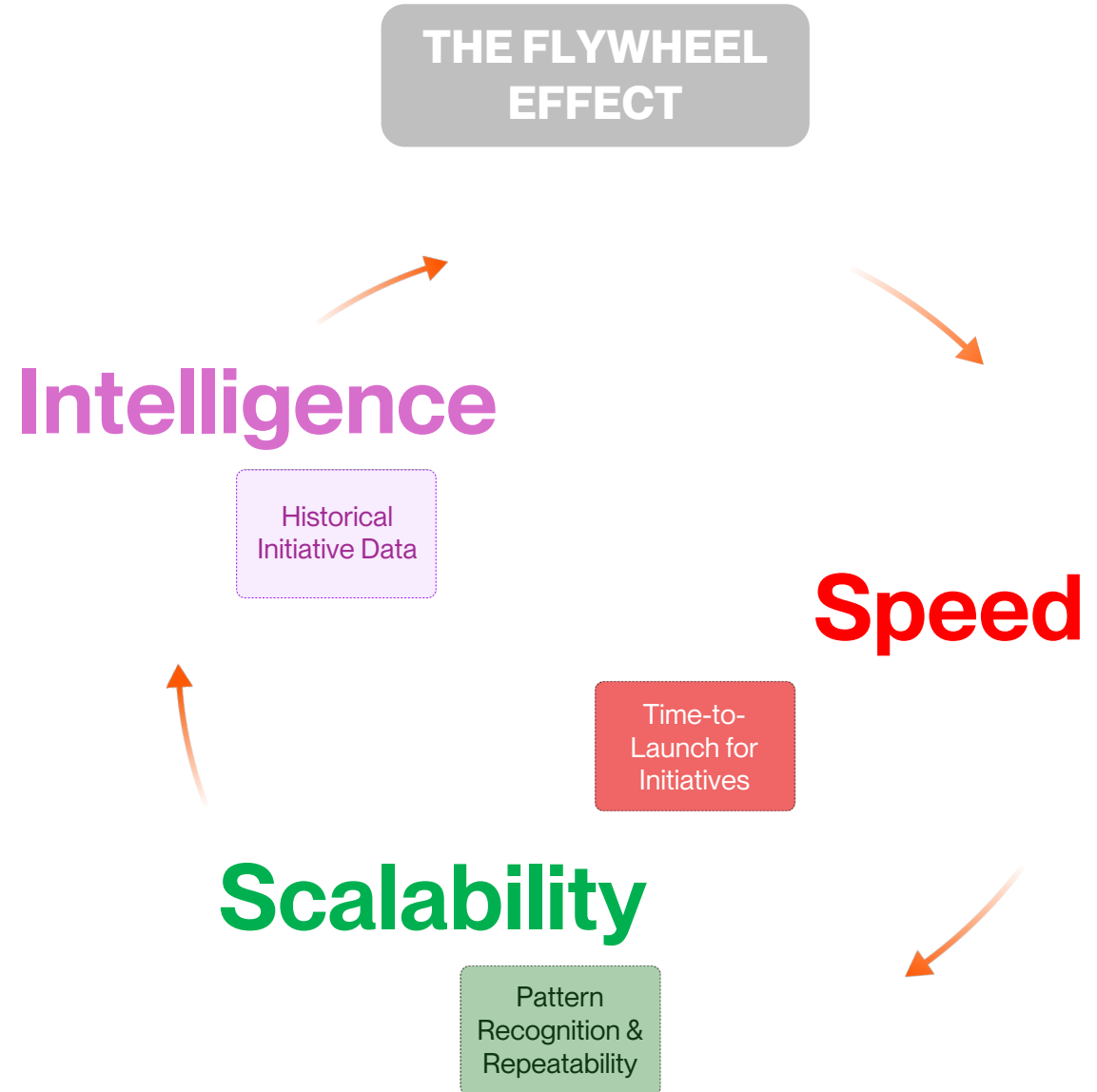
The **Compounding** Transformation Office



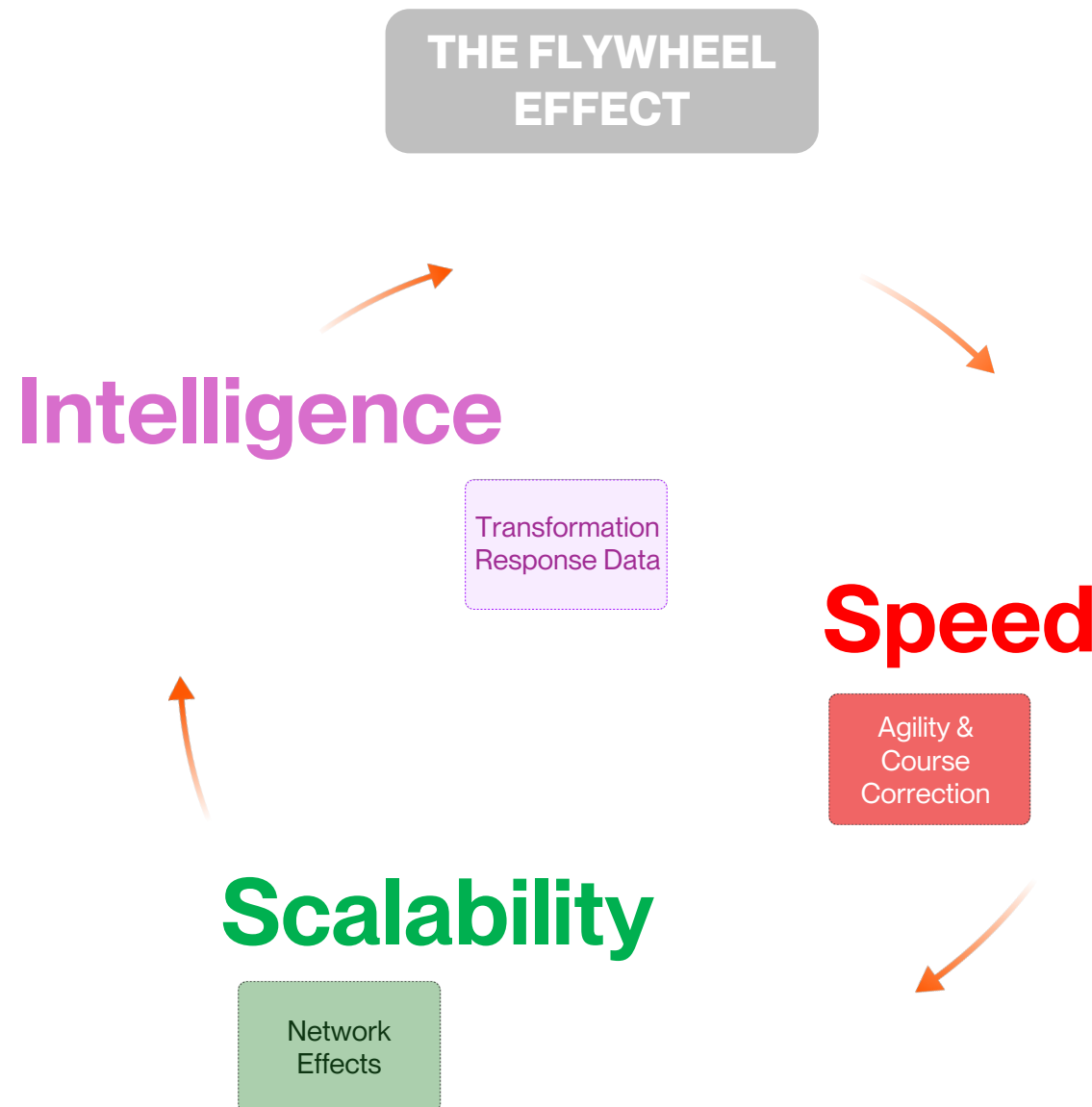
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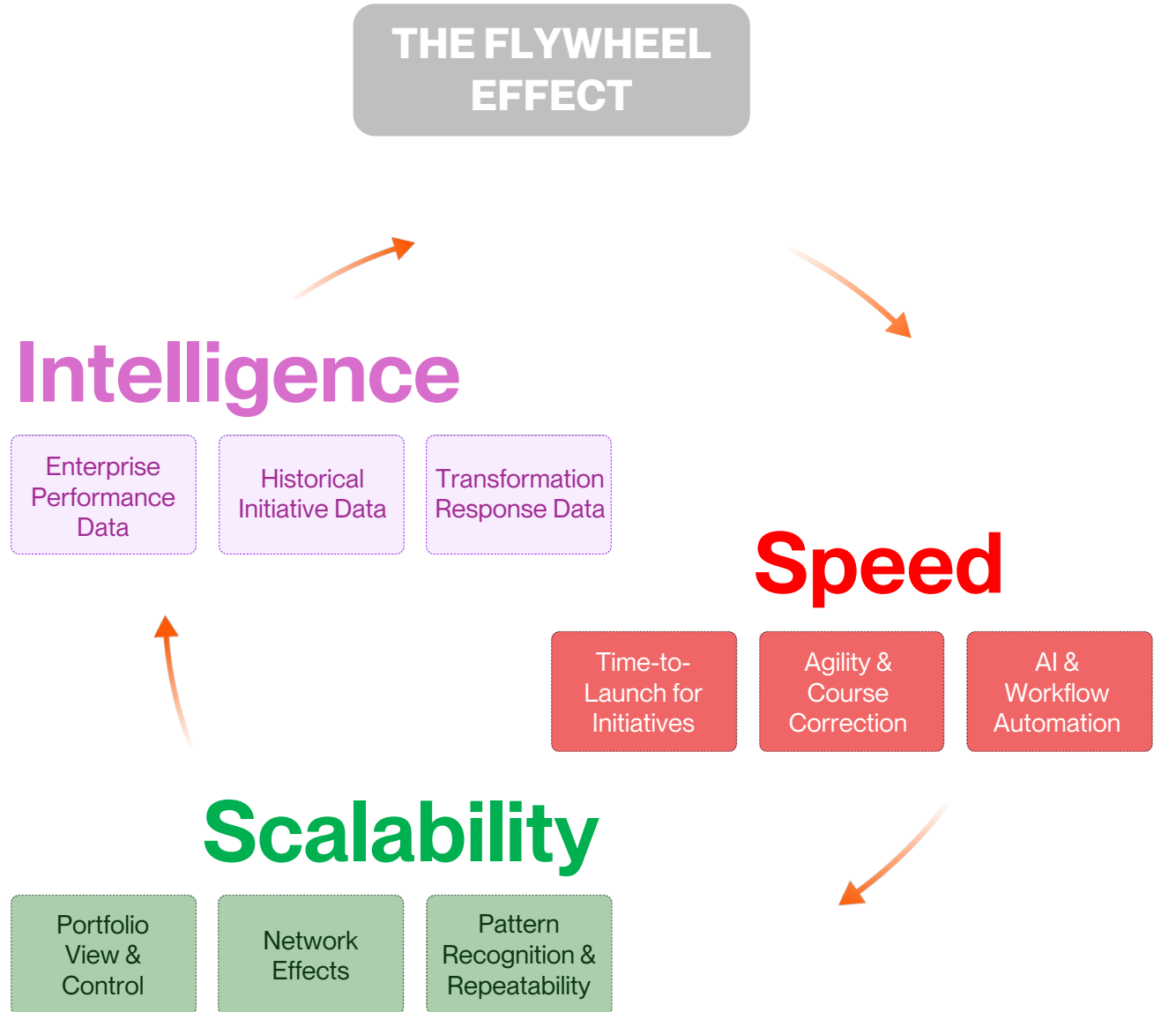
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In-House Capabilities for Always-On Change aka The **Compounding** Transformation Office





QUESTIONS?

Nellie Wartoft

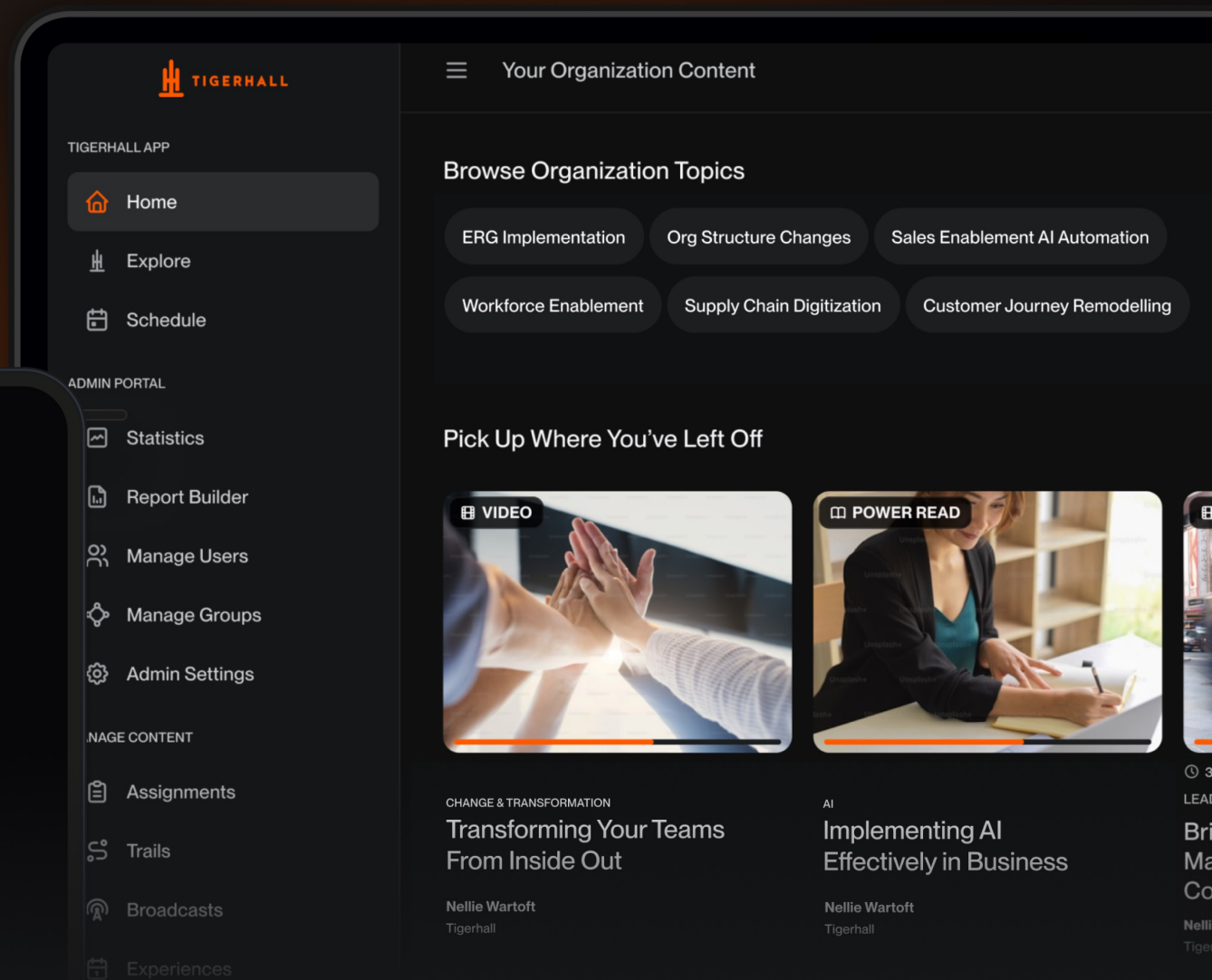
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How Tigerhall Works

