

Consulting Case study

Partnering for education



KEY BENEFITS

- ThinkTank™ allowed diverging views or questions to be raised that might have differed from the official line.
- Project scope was formulated in greater detail.
- Use of ThinkTank™ within the Deloitte space helped people to alter fixed mindsets and perceptions.
- A wide range of inputs were able to be collated and consolidated in a quarter of the time it would take without ThinkTank™.

Summary

The project sought to form a Public Private Partnership for the delivery of new schools and schools infrastructure for a public sector educational institution.

The Challenge

To try to structure a deal to get the private sector involved in building schools and schools infrastructure for the public sector client. The aim was to develop an operational and financial model to enable the private sector not only to build the schools but to maintain the schools at a reasonable price for the client.

The Solution

The Deloitte team used ThinkTank™ at a session set up in Durban for the client's executive leadership, and a Public Private Partnership schools professional from London was brought in as a subject matter expert. The Deloitte team then work-shopped what the project was supposed to achieve as outlined by the client. ThinkTank™ was then used to allow people to comment on the slides presented and on what was said by the speakers.

The strategy proved particularly useful in supplementing issues around the client's executive leadership and in allowing people to freely express their opinions and to question some of the statements made.

ThinkTank™ vote option was also used to correlate and consolidate broader views and to guide participants towards focusing in a strategic direction to take the client forward. ThinkTank™ assisted participants in identifying the broad project scope, which is now being tested in further work being carried out on this ongoing project.

Using the workshop, ThinkTank™ and the various speakers, enabled those participating to have a similar perception or expectation of what the project needed to deliver.

What was achieved?

The session helped participants to flesh out the key drivers for the project scope and to reach broad consensus on the project's aims and objectives.

This has put Deloitte in a better position to interrogate the facts and to prove or disprove the underlying concept.

Deloitte received a lot of positive buy-in from the client, to the extent that they are now considering approaching Deloitte to host their important meetings and to use ThinkTank™ to troubleshoot and help them solve their biggest challenges.

“I found the ThinkTank™ tool very useful to get participants to express their concerns, opinions etc. It allowed everyone to participate freely, even persons that do not always like to do so in such a big forum”

Provincial Treasury Member

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Deloitte South Africa, now the sole distributor of ThinkTank™ software in Africa.

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