

Consultants Society Forum 2025: Consulting - A 360 Perspective

Speaker: Mark Berry - Director and Principal Geologist, Derisk Geomining Consultants

Topic: Consultants - So many to choose from and so many models for how they are setup and run

Abstract: The minerals industry consulting field has grown exponentially in the last 30 years as the industry has evolved and tended to move away from a reliance on in-house technical expertise. Today, many consulting organisations tend to be arranged into one of four structures:

- Medium to large ‘mainstream’ consultancies that employ staff and cover several fields of practice that may include geological, geotechnical, mining, metallurgy, and environmental expertise.
- Small to medium ‘specialist’ consultancies that employ staff and predominantly focus on one field of practice.
- Small to medium consultancies that employ very few staff and rely on a network of associates to deliver one or more fields of practice.
- Sole traders.

Each of these structures comes with positives and negatives.

For someone wanting to transition into a consulting career, it is important to really understand the pro’s and con’s of each structure to allow a very well informed judgement about which structure is best for them, at that time. It is also important to acknowledge that as a consultant becomes more experienced, the best structure may change.

For a client assessing options to engage a consultant for a specific scope of work, what are the key criteria to consider? These will vary depending on how specialised or diverse the scope of work is, how quickly it needs to be completed, what it will be used for, and more.

This presentation will provide the author’s views on these questions and delve deeper into the pro’s and con’s of consulting organisations from both perspectives.