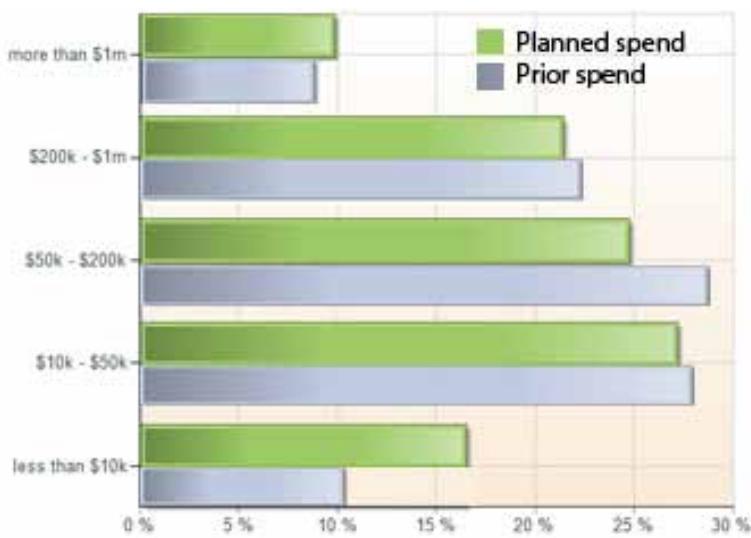


# CONSULTING BY THE NUMBERS



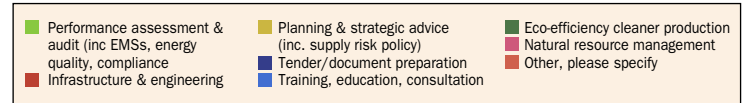
Through June and July WME surveyed environmental consultants and those that employ them about the state of the sector. The results are based on 71 consulting firms and 195 clients.

What is the estimated value of work your organisation gave to environmental consultants in the last 12 months and plans to give in the next 12 months?



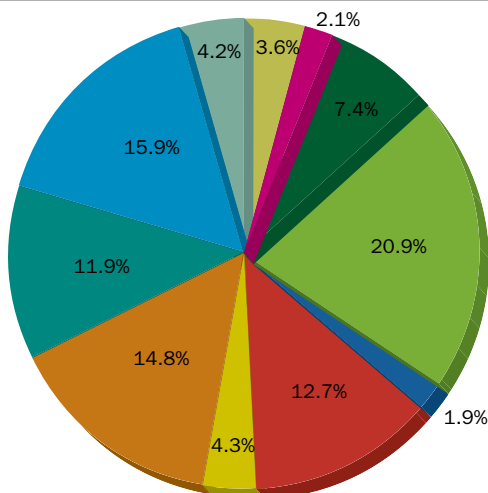
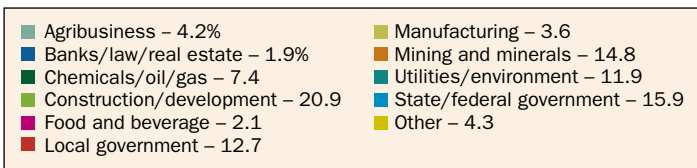
Downsize: there is a minor trend to smaller spend.

What form did the work by environmental consulting firm take in the past 12 months?



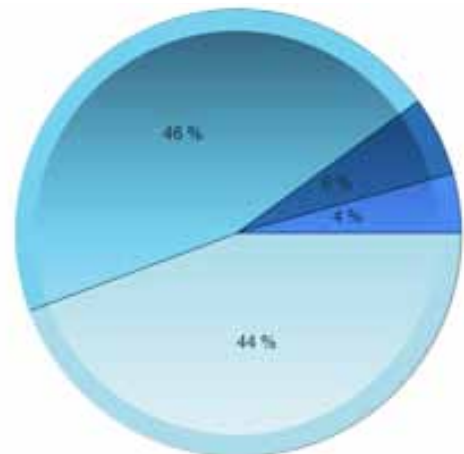
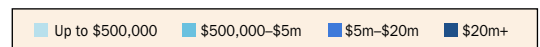
Audit and assess: these remain the stalwart of environmental consulting.

What percentage of the company's current annual environmental and sustainability consulting revenue in Australia comes from each of the following sectors?



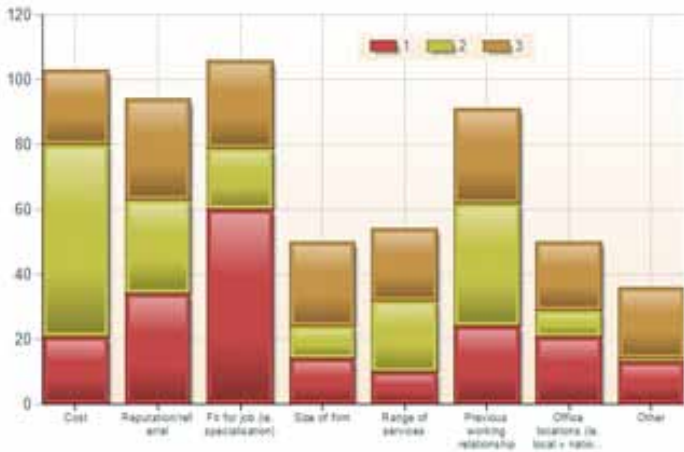
The Big 5: the key sectors employing environmental consultants are clear. 'Other' includes SMEs, health sector and international development.

What is the company's annual environmental and sustainability consulting revenue in Australia?



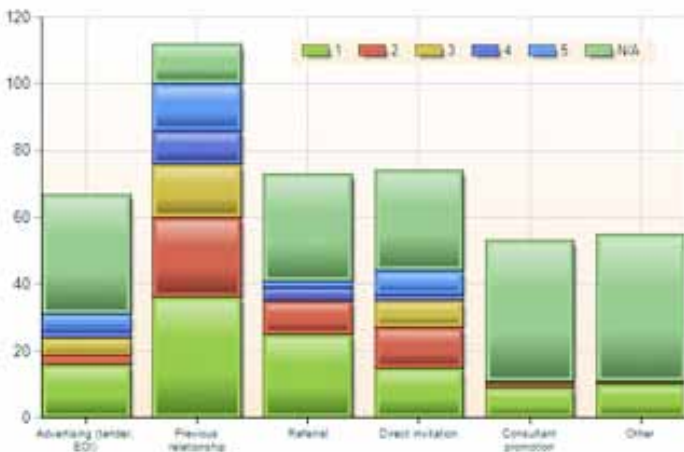
Small beer: 90% of consulting firms earn under \$5 million a year in revenue.

**In order of priority, which three attributes are most important in selecting an environmental consulting firm? (please number 1 to 3)**



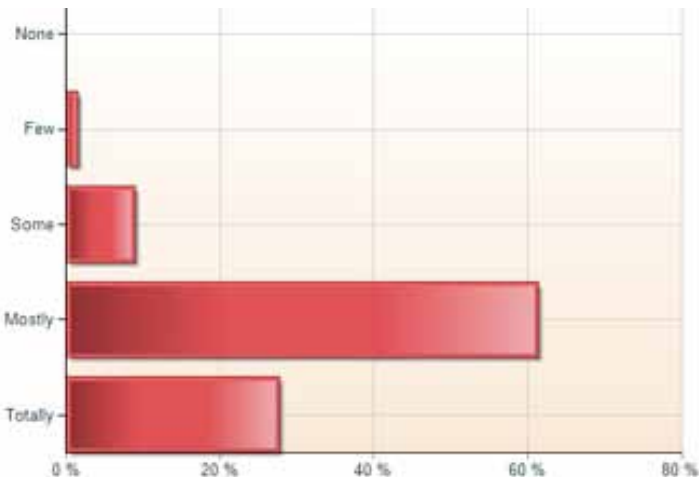
*Fit for purpose: relationships are important, but key skills, cost and reputation rate highly.*

**Of the environmental consultants employed in the last 12 months, how many were sourced by each of the following methods?**



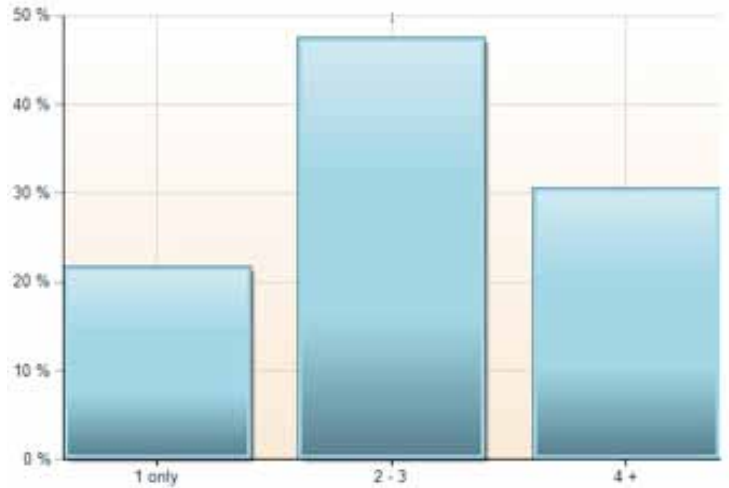
*Relationship: most consultants are hired because of their previous relationships.*

**Have your organisation's objectives been met through the work undertaken by environmental consulting firms in the past 12 months?**



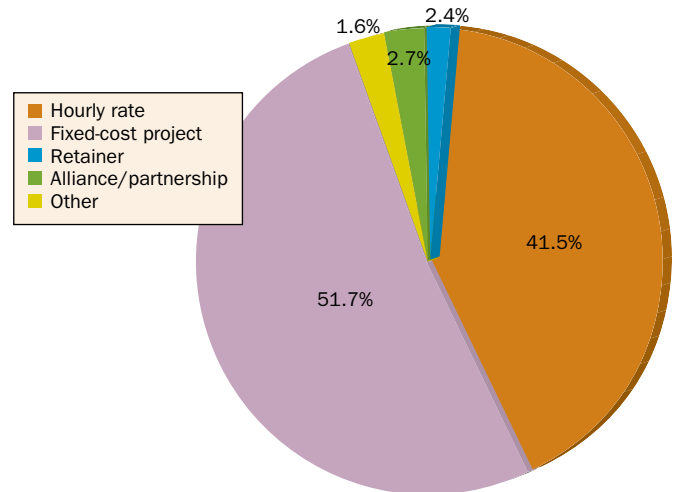
*Hitting the mark: environmental consultants are doing a pretty good job.*

**How many separate environmental consulting firms has your organisation employed in the past 12 months?**



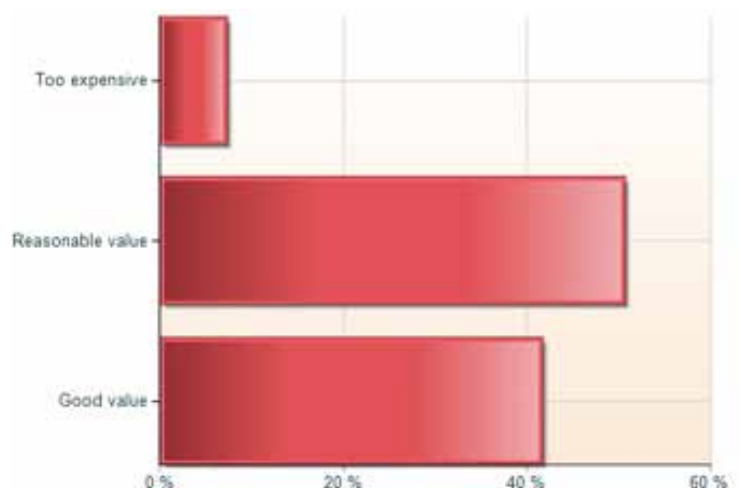
*Multiples: Most who use consultants hire more than one.*

**What percentage of the company's annual environmental and sustainability consulting revenue in Australia comes from the following billing methods?**



*No surprise: despite an increase in alliancing for major infrastructure, traditional contracts remain the most popular.*

**Does your organisation consider that the work undertaken by environmental consulting firms in the past 12 months represented good value for money?**



*Value for money: while a tighter market means more competition, there seems no client dissatisfaction with consultant costs.*