THE HOLISTYX GROUP

SPARKLE™ FREE

Industry AI Snapshot

Professional Services · 201-1,000 employees · US

PREPARED EXCLUSIVELY FOR

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> *The Holistyx Group evaluates every AI opportunity through three lenses: Business Value (what it is worth), Technology (what enables it), and Human & Change (what makes it stick).*

01 AI maturity in your industry

Management consulting sits at moderate AI maturity. Many firms run generative AI pilots for research and drafting, but few have embedded AI into delivery, knowledge management, or pricing models.

Scattered data points to a Technology gap, since decades of decks, models, and engagement files sit in silos. Competitor pressure and rising costs expose a Business Value gap, where firms lack a clear case for which AI investments protect margin and win work.

Typical weakest lens **Technology**

AI READINESS SCORE

2 / 5

Exploring

Professional services is a moderate-to-high adopter, but scattered data is a foundational gap that lowers readiness, reflecting industry patterns and the information provided, not an audit of your company.

HOW TO READ YOUR OPPORTUNITIES

THG supports every path, from guidance to partner delivery.

Type

Automation: handles repetitive, rules-based steps.

Assistant: helps your people do the work; they make the call.

Agent: carries out multi-step tasks across systems, with human checkpoints.

Effort

Low: a few weeks, using tools you already have.

Medium: 1 to 3 months, with some integration or data preparation.

High: 3 months or more, across multiple systems.

Path

Self-serve: your team can do it with off-the-shelf tools.

THG-led: needs outside design, prioritization, or change support.

Partner-led: needs a custom build or specialist implementation.

Value and time back

Value: how much the opportunity is likely to benefit your business: Low, Medium, or High.

Time back: a directional estimate of team hours saved each week.

02 Your top 3 AI opportunities

1 Unified Knowledge Retrieval Assistant

ADDRESSES Scattered data that is hard to find and reuse

TYPE Assistant | EFFORT Medium | PATH THG-led | VALUE High

Build a secure assistant that searches across past proposals, engagement decks, research files, and project data in the repositories your firm already uses. A consultant asks a plain-language question, such as how the firm approached supply chain diagnostics for a Tier 1 automotive client, and receives a sourced summary with links to the originals. Access controls respect client confidentiality, so people only see what they are cleared to see. For you as CEO, this turns decades of accumulated intellectual property into a usable firm asset instead of a collection of personal folders. Expect roughly 6 to 10 weeks including data cleanup, indexing, and a pilot with one practice group.

ESTIMATED TIME BACK **40 to 100 hours a week**

Dollar value, investment and ROI: in SPARKle Express

2 Proposal and Deliverable Drafting Assistant

ADDRESSES Competitors moving faster on AI-enabled delivery

TYPE Assistant | EFFORT Low | PATH Self-serve | VALUE Medium

Equip consultants with an AI drafting assistant configured with your firm's templates, tone, and methodology language. A manager uploads an RFP or client brief and receives a structured first-draft proposal, an executive summary, or a slide outline to refine. The consultant stays in control of judgment and client insight while the assistant handles the blank-page work. This lets your firm respond to opportunities and produce deliverables at the speed competitors are now advertising. A pilot with one team can be running within a few weeks using existing enterprise AI tools and a short set of usage guidelines.

ESTIMATED TIME BACK **20 to 40 hours a week**

Dollar value, investment and ROI: in SPARKle Express

3 Automated Time, Expense, and Utilization Reporting

ADDRESSES Rising operational costs from manual administration

TYPE Automation | EFFORT Medium | PATH Partner-led | VALUE High

Automate the repetitive back-office work that absorbs consultant and finance time: timesheet reminders and validation, expense categorization, invoice preparation, and weekly utilization reporting. The system pulls from your time-tracking, accounting, and project tools and flags exceptions for a person to resolve instead of requiring manual reconciliation. Partners and practice leads receive a consistent dashboard of utilization and realization without waiting for month-end. For a CEO watching cost per billable hour, this removes overhead without cutting capacity. Plan on 2 to 3 months, mostly spent on system integration and agreeing on shared definitions of the metrics.

ESTIMATED TIME BACK **40 to 100 hours a week**

Dollar value, investment and ROI: in SPARKle Express

03 Recommended first step

START WITH

Scattered data that is hard to find and reuse

Ask your leadership team to inventory where engagement data, proposals, research, and financials actually live, and which systems hold the most reusable material. Then measure how long a consultant takes to locate a relevant prior engagement or credential today. That baseline shows which repositories to connect first and where AI will pay off fastest.

WHAT SUCCESS LOOKS LIKE IN 60 TO 90 DAYS

You have a mapped inventory of core data sources, one cleaned and indexed repository, and a pilot group using it with a measured drop in search and rework time.

WHY SPARKLE

Calculated, not guessed
Financials come from fixed formulas, not AI estimates.

Checked against evidence
Every finding is tied to your answers or a cited source before it is included.

Built on your business
Express and Pro use your company, scope, and goals, with named and live research.

Vendor-neutral, expert-backed
No product pitch, and every analysis is refined through a THG expert lens.

Where to go from here

RECOMMENDED FOR YOU

SPARKle Express

Business-ready: a credible, shareable case

- Top 5 opportunities, ranked by impact and feasibility
- Dollar value and investment ranges for each
- Deep dives on your top 3
- A 90-day phased action plan

SPARKle Pro

Board-ready: funding a real initiative

- Full prioritized portfolio with an impact and feasibility matrix
- Investment-grade financials with low, mid, and high scenarios
- 12-month Three Horizons roadmap
- Interactive portal to explore use cases and financials

Choose Pro if you need to secure budget, compare many options, or present to leadership.

WE SIMPLIFY THE COMPLEXITY OF CHANGE

This snapshot is a high-level starting point based on industry patterns, not a view into your firm's own data. SPARKle Express and SPARKle Pro go deeper, using your company data across all three lenses (Business Value, Technology, and Human & Change) to deliver dollar value ranges, ranked use cases, and a plan to act on. Mike, this is the natural next step to turn these ideas into a prioritized roadmap.

Directional snapshot based on industry patterns and the information you provided. Readiness scores and time estimates are indicative, not an audit or a financial projection.

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Get SPARKle Express

Need board-ready financials? **See SPARKle Pro**

Prefer to talk it through?

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