

## Choosing your ISO Consultant

How should you go about selecting an ISO consultant to facilitate your registration? Here are some useful guidelines:

1. Choose a consultant with a proven track record who can provide you with customer references.
2. Satisfy yourself that a consulting firm has the background, expertise and resources to meet your unique needs.
3. Make sure the consultant's approach and style are a good fit for your organization's culture. Remember, you are choosing a long-term business partner.
4. Does the consultant have knowledgeable resources for internal training with measurable results that fall to the bottom line?
5. Select a consulting firm that provides onsite implementation assistance and training in order to minimize operational disruptions.
6. Can the consultant assist you in acquiring public funding to offset your investment in ISO registration?
7. Choose a consultant who presents a realistic timeline and fully explains the responsibilities of your organization during the certification process.
8. Confirm that the consultant has established registrar relationships and will work closely with your organization to ensure a successful registration audit.
9. Does your consulting company have the resources to help you market your ISO certification for increased sales?



Choosing the right ISO consultant as your quality business partner can mean the difference between success and failure. It pays to go with seasoned experience backed by a solid track record. A consultant who thoroughly understands the industry, has comprehensive knowledge of registration requirements, and enjoys professional relationships with registrars can help you avoid costly pitfalls and circumvent obstacles on your road to ISO certification. Remember, there is no substitute for expertise and experience when it comes to investing in your organization's future!

### About the Author



Stanley Cherkasky is the Managing Partner of Change Management Consulting, Inc. Founder of the firm, Stan is the principal architect of the *Performance Improvement Breakthrough*<sup>™</sup> methodology, and the *Six Sigma Lean Advantage*<sup>™</sup>—innovative and proven strategies that accelerate ROI and net income improvement, build customer loyalty, and create world-class recognition.

Stan has more than three decades of business and consulting experience, in both the private and public sectors, in the United States and abroad. Stan

specializes in building high-performance teams, and working closely with senior leaders to achieve breakthrough financial, organizational, and operating improvement. He has been quoted in many business publications, including Fortune, Business Week and the Wall Street Journal.

### **About Change Management Consulting, Inc. (CMC)**

Founded in 1993, Change Management Consulting is a global management consulting and training company, dedicated to helping organizations of all sizes improve performance, achieve goals and advance leadership capability. As a full-service organizational improvement firm, CMC focuses on organizational and leadership development, compliance management (ISO 9001 and its derivatives), strategic planning and Lean Six Sigma initiatives.

Headquartered in Wayne, NJ with offices in San Diego, Dallas and Detroit, CMC has a proven track record in helping public and private sector clients implement pragmatic continual improvement initiatives that drive financially measurable results. CMC also has extensive experience in obtaining grants and funding assistance for its clients. Learn more at [www.cmc-changemanagement.com](http://www.cmc-changemanagement.com) or contact CMC at (877) 268-2440 or (973) 696-7878.