



FEDERACIÓN PANAMERICANA DE CONSULTORES

Main Problems of the Consulting Companies in Latin America

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Main Problems of the Consulting Engineering Companies in Latin America

Consulting companies are increasingly less capable of investing in technology updating, technical training of their teams, in order to keep the level of quality of their services and also to improve their management procedures, because of:

- the inadequate remuneration of their services
- improper forms of contracting, often adopted both by public and private parties
- impossibility of maintaining and structuring stable staffs, that could be a motivation for young professionals
- unfair competition of universities

... Main Problems of the Consulting Companies in Latin America

The Consulting Industry will loose the leadership in conceiving, planning and designing of the projects necessary for the development of each country

Someone countries, as Mexico for example, increasing fast demand but the local engineering consulting is broken or its no sufficiency:

- Need to improve capacity building
- Need to valorization of Engineering Consulting Services
- Need to increasing the average size of contracts of the public sector

Action Plan

Review Selection Consulting Process

- QBS/QCBS

Promove Certifications in the Consulting Industry

- ISO/BIMS

Capacity building

Review level of pricing

Strategy Alliances

Pachage of projects in public sector

Medium term contracts