



SOLUTION BRIEF

Our Industries

Government
Justice and Public Safety
Health
Energy
Commercial

Benefits

- Reduce future costs minimizing project and operating risks through engaging stakeholders at the outset – to inform on directions or secure buy-in.
- Increase organizational accountability, effectiveness and transparency in decisions affecting a wide range of stakeholders.
- Build consensus and collaboration within an organization or among organizations and interests – through partnership building and governance development.
- Enhance communication and gain a deeper understanding of stakeholders' issues.
- Create a common understanding of the way forward among diverse and independent organizations.
- Document and translate insights and stakeholder positions into concise, synthesized records of dialogue, commitment and agreement.

STAKEHOLDER ENGAGEMENT

Management Consulting

CHALLENGE

Whether you're introducing major regulatory or program changes or are implementing a large technology transformation project that involves multiple stakeholders, organizations must recognize that stakeholder engagement is essential. Stakeholders at all levels need to be engaged throughout the project at every opportunity to facilitate information exchange, buy-in and commitment by addressing concerns, mitigating fears, and providing approaches to support project success.

OUR SERVICES

Sierra Systems' consultants draw on many years of experience working on a variety of projects in both the public and private sectors, and utilize best practices and tools to help guide clients with complex, multi-stakeholder projects to successful project outcomes. We assist with various types of stakeholder engagements including:

Public Policy – With an increasing focus on transparency in decision making and open information sharing, public sector organizations are finding it imperative to engage stakeholders in a broader and more strategic way. Sierra works with provincial, federal, and municipal clients – especially those working on complex legislative, regulatory, program or policy change.

Large Scale Implementations – The implementation of large complex technology systems to support newly defined business objectives often impacts multiple stakeholders across an organization. From the outset, our organization works with internal and external stakeholders ensuring they are appropriately engaged to maximize commitment to the new initiatives.

SOLUTION BRIEF

In combination, our skilled professionals and their rigorous application of proven methods allows the undertaking of complex consultations with minimal on-boarding time. Our ability to communicate and collaborate with client executives and project teams is a key feature that sets us apart. Our consultants can facilitate small and large groups, interact confidently with clients as well as stakeholders, and synthesize and analyze the content from stakeholder sessions, research, interviews, and background documents.

A disciplined approach tailored to specific client needs and circumstances is what powers us in delivering innovative solutions and solving problems collaboratively through stakeholder engagement. We help our clients minimize project and operating risks through a broader understanding of their environment.

OUR METHODOLOGY

We are thoroughly familiar with the landscape of stakeholders when engagement is required, and we have the tools and techniques for creating meaningful dialogue at our direct disposal to generate comprehensive solutions for our clients.

Learn More

To learn more about how Sierra's stakeholder engagement services can help improve the efficiency and effectiveness of your organization contact us:

contact@sierrasystems.com
1-877-688-1371
sierrasystems.com

SIERRA SYSTEMS ENGAGE METHODOLOGY			
Making Sense	Making Choices	Making Progress	
Phase 1 Strategic Context and Stakeholder Identification	Phase 2 Stakeholder Engagement Strategy Development	Phase 3 Engagement Planning and Execution	Phase 4 Strategic Direction Recommendations
<p>Determine strategic context and client's objectives in engaging stakeholders</p> <p>Identify relevant stakeholder groups and their interests/positions</p> <p>Identify collaboration needs and potential flowing from stakeholder engagement</p>	<p>Assess stakeholder needs/expectations to determine appropriate method of engagement</p> <p>Develop consultation strategy, including scope, goals, tools and timelines</p> <p>Develop coordination strategy</p>	<p>Plan and schedule engagement sessions</p> <p>Prepare for sessions: develop background information; conduct pre-engagement interviews; determine facilitation techniques and tools; logistics planning</p> <p>Launch collaboration building approach</p> <p>Conduct engagement sessions</p>	<p>Summarize and synthesize outcomes</p> <p>Validate consultation outcomes</p> <p>Report on recommended strategic direction, risks and mitigation opportunities</p> <p>Develop collaboration and governance options and recommendations</p>
Deliverables			
<p>Terms of Reference</p> <p>Stakeholder Matrix or Map</p>	<p>Stakeholder Engagement Plan</p> <p>Consultation Strategy</p>	<p>Detailed Engagement Plan</p> <p>Stakeholder Interview Guides</p> <p>Facilitation Strategy</p>	<p>"What we Heard" Report</p> <p>Recommendations Report</p> <p>Collaboration and Governance Options</p>