

AIMING AHEAD

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The Endless Quest for Improvement

There must be a less expensive way of doing this
There must be a more efficient way of doing this
There must be a better system available than this
If only I had time to look into this in more detail
We don't seem to be getting value for money from this service
I wonder how other institutions deal with this

How often have you and your colleagues expressed one or more of these sentiments recently? How often have you thought of seeking or actually commissioned help from external consultants only to find them too expensive or insufficiently knowledgeable about higher education institutions? Take heart. A tried and trusted management consultancy, which provides a professional service dedicated to the higher education sector, is available to assist you at very competitive rates.

Introducing AIMS

AIMS is a Higher Education management support service, based at the University of Liverpool. It was created more than thirty years ago to serve the higher education sector. Until recently, use of the services of AIMS was restricted to its six member universities. Those services are now available to non-member institutions, who can take advantage of the specialist skills and knowledge of the AIMS consultants.

Primary Role

The primary role of AIMS is to serve its member institutions through the following range of services:

assignments commissioned individually or jointly by the

member institutions
facilitation in respect of
internal reviews
the cooption of AIMS
consultants on working
groups in member
institutions to consider and
determine University policy
the arrangement of seminars
and presentations
the provision of advice to
members on an *ad hoc* basis.

Range of Experience

AIMS has experience of an extensive range of academic, administrative and service areas, including:

academic departments and
faculty offices
central administration
(academic registry, finance
and personnel services)
information services (library

and computing services)
buildings, estates, grounds,
security and cleaning services
residential, catering and
conference services
accommodation, welfare and
health services.

Assignment Work

The types of assignment undertaken by AIMS include:

corporate strategy and policy
reviews
Value For Money surveys
organisational reviews
Process Re-engineering and
redesign
software specification and
evaluation
information management
surveys (including electronic
document management)
benchmarking
reviews of staffing

establishments
job evaluation.

Why Choose AIMS?

Consultants provide many benefits: independent assessment, the introduction of fresh ideas, a catalyst for change, expertise not available in-house and the experience of solving similar problems in several environments. In addition, AIMS offers the following advantages:

over thirty years experience of the HE sector
a service dedicated to educational institutions with a full understanding of their ethos and peculiar problems
consultants with a wealth of knowledge and experience both within and outside the Higher Education sector
the use of associate consultants to supplement the expertise of the full-time consultancy staff
close liaison with Southern Universities Management Services (SUMS), which provides access to an invaluable source of comparative information
a proven professional service with fees that compare very favourably with most external consultants, who often lack the specialist HE knowledge possessed by AIMS.

Membership of AIMS

We are funded primarily by the annual subscriptions payable by member institutions.

Subscriptions are determined according to the size of the member institutions in terms of their full time equivalent (fte) student numbers.

In addition to the assignments undertaken by the AIMS consultants and the provision of professional advice on an *ad hoc* basis, membership of AIMS also affords the following benefits:

representation on the AIMS Management Committee, which formulates policy and monitors the work of AIMS
entry into a network for the exchange of information and ideas on managerial and administrative matters
free access to copies of AIMS reports commissioned by other member institutions and contracted clients (subject to their approval)
the opportunity to purchase additional consultancy days at a preferential daily rate.

Contracted Clients

Non-member institutions may use the services of AIMS by opting to become contracted clients, paying an annual fee in two consecutive years in return for twelve consultancy days in each year.

The effective charge per consultancy day for contracted clients is higher than that enjoyed by member institutions but significantly lower than the full rate charged to non-member

institutions.

The services and benefits available to contracted clients are as follows:

assignments undertaken by the AIMS consultants
free access to copies of AIMS reports commissioned by other contracted clients and by member institutions (subject to their approval)
entry into a network for the exchange of information and ideas on managerial and administrative matters
additional consultancy days at a preferential daily rate for contracted clients.

One-off Assignments

Alternatively, assignments may be commissioned on an individual fee-paying basis by non-member institutions at the full daily charge rate.

Additional Information

For more information about the services of AIMS or for details about membership, contracted client status or the commissioning of assignments, please contact:

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