



Global Consulting Group

We deeply empower those who do good to do better



Annual Impact Report 2022



IMPACT CO.



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Acknowledgement of Country

We acknowledge the Traditional Owners of Country and the land on which we live and work throughout Australia. We recognise their continuing connection to land, waters and culture and pay our respects to Elders past, present and emerging.

1. A message from the CEO

Welcome to The Global Consulting Group's 2022 Annual Impact Report

This report showcases the transformative social impact achieved by The Global Consulting Group (GCG) throughout the 2022 calendar year.

As a purpose-driven organisation, GCG is committed to meticulously tracking, transparently reporting, and relentlessly improving our social impact, as exemplified in this report.

Whether you are a dedicated member of the GCG family or encountering our work for the first time, this report aims to vividly illustrate the profound outcomes generated when impassioned students, seasoned consulting professionals, and steadfast community partners unite in pursuit of our shared mission – *to empower those who do good to do better.*

Amidst the backdrop of an ever-evolving not-for-profit (NFP) landscape, emerging from a few challenging and disruptive years, the significance of organizations like GCG has never been more pronounced. Our dedicated corps of over 200 volunteers passionately contributed over 20,000 hours of consulting services across 28 pro-bono projects in 2022 – equivalent to over \$200,000 in consulting value delivered to our clients. GCG's impact is tangible, with 75% of our clients likely to implement a material organisational change based on our recommendations.

Operating as a fully volunteer-driven entity, GCG navigated its own set of challenges arising as GCG moved from a fully remote organisation to a hybrid working environment. Maintaining our commitment to being an exceptional volunteering environment, we achieved a remarkable 98% satisfaction rate among our volunteer consultants, reinforcing our belief that GCG remains a commendable place to contribute despite reduced face-to-face interaction compared to pre-covid years of operation.

With a legacy spanning 14 impactful years, GCG has left an indelible mark on over 220 organizations and engaged more than 1000 volunteers worldwide. Our journey has been enriched by the exceptional individuals and partners who have contributed to our success, and we express deep gratitude to all who have played a role in shaping the organisation's enduring impact. Thank you to everyone who has been being an part of GCG's remarkable journey.

As we continue to look for ways to increase the depth and scale of our impact, I'm excited to see what we achieve together in the next year and beyond.



Shishir Pandit

Group CEO and Board Chair

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[linkedin.com/in/shishirpandit](https://www.linkedin.com/in/shishirpandit)

GCG Board of Directors

Zoe Wong

Fabian Burmeister

Denise Tan

Ben Lin

Darren Peiris

Daniel Leighton

Sammy Moneer

Shishir Pandit

2. Our impact in 2022 at a glance

In 2022, over **200 volunteers...**

98%

of volunteer consultants would recommend GCG to their peers

86%

of volunteers return for more than one project with GCG

51%

of volunteers in GCG leadership positions identify as female

...delivered **20,000+ hours** of professional consulting work...

83%

of volunteers saw a significant improvement in their consulting skills

98%

of volunteers developed moderately to very valuable skills and networks for their future careers

...resulting in the delivery of **28 successful projects.**

100%

of clients would recommend us to other NFPs

75%

of our clients are likely to make an organisational change based on our recommendations

Since GCG's inception in 2009, we have delivered over **220 pro-bono projects** around the world, and created more than **1000 future leaders** through the GCG program.

We believe **this is just the start.**

Note: Estimates based on feedback from volunteers and clients through impact surveys in 2022.

3. Our impact goals

Our vision and values



Our vision: to deeply empower those who do good to do better

The Global Consulting Group is a charity which provides pro-bono consulting services to other charities and not-for-profits. We do this by connecting university students with experienced professionals who work together to solve business problems for impactful organisations. We combine the energy and passion of today's youth with the experience and wisdom of our industry leaders to create real, tangible and meaningful change in society.

Our values

- 
Set the standard
- 
Empower each other
- 
Be Candid
- 
Have fun on the journey
- 
Connect and share
- 
There's only one world
- 
Be different and better

Our cumulative impact to date



1000+
people volunteered through the GCG program



220+
completed projects



270k+
hours volunteered over 13 years



Winner
New Work Order Award 2017
Foundation for Young Australians Unleashed Awards



How GCG creates social impact

Our impact goals fall into three main categories

Creating change at our client organisations

GCG creates social impact by providing pro-bono consulting services that drive organisational change, allowing our clients to improve their social impact.



Developing future leaders

GCG creates social impact by developing future leaders. Our future leaders are GCG's student and professional volunteers who have the capabilities and desire to make an impact on social issues throughout their career.



Positively influencing the wider for-purpose sector

GCG creates social impact by leading through example and being an active presence in the greater sector and community. A key driver of our participation are events which bring diverse people and sectors together to promote thought leadership, innovative ideas and challenge conventional mindsets.





4. Our impact in 2022

Creating change at our client organisations

Our clients are the core of our work and it is through our service to them that we make our biggest contribution

Key highlights

100%

of clients would recommend us to other NFPs

75%

of our clients are likely to make an organisational change based on our recommendations

88%

of our clients expressed that our work would help them create further social impact

\$4,700

in value delivered to each client on average¹

Client testimonial

"We would like to express our deep gratitude for the work GCG has undertaken in helping us to seek funding for one of our services, so that we can improve the care provided to people at risk of homelessness. The project team's skills and passion for teamwork and shared responsibilities were a credit to their diligence and hard work."



Andrea Reginato

Corporate & Community Relations
Manager, St Vincent de Paul
Society Victoria

¹ Estimate based on feedback from clients through impact surveys in 2022.

How we made an impact

GCG creates social impact by providing pro-bono consulting services that drive organisational change, allowing clients to improve their social impact.

This year, we delivered 28 projects in total. The key industries we worked in were:

- homelessness,
- mental health, and
- environmental impact.

Our main types of services included sponsorship funding and marketing.

Our model

University students



GCG selects high-performing and passionate students from top universities to work with real not-for-profits on real projects of organisational relevance



Students are provided with formal and on-the-job training as well as mentoring to develop their core consulting skills

Not-for-profits



By combining the talents of students and experienced consultants, GCG brings fresh perspectives, industry best practice, staff augmentation and access to networks to allow not-for-profits to rapidly overcome their most pressing issues, all at zero cost



As a result, not-for-profits are able to operate at their full potential and maximise the impact they are able to make in the community

Experienced consultants



Consultants work closely with the teams of students to provide them with guidance and on-the-job mentoring



Consultants are provided with the opportunity to volunteer their limited time and apply their valuable experience in a way that will maximise social benefits



Client Project Highlights

A selection of work from the 2022 project cycle



Monash

Client organisation	St Vincent De Paul Victoria
Client website	https://vincentcare.org.au/
Project Managers	Irene Xian, Joey Tran
Project Consultants	Joseph Yang, Misbah Syed, Liam Louzado, Ivy Tran
Advisor	Alexander Howe (Senior Commercial Manager at AGL Energy, former EY Strategy Consultant)
Project description	<p>St Vincent De Paul Victoria (StVDP) is a lay catholic organisation that aims to provide practical support, advocacy and friendship to vulnerable members of the community. This project focuses on StVDP's provision of a range of professional accommodation and support services to those facing disadvantage and senior Australians. Currently, StVDP is running at a loss.</p> <p>GCG was asked to assist the organisation in identifying new funding and financing strategies for VincentCare Victoria (VCV) to increase and stabilise its revenue stream.</p>
Project outcomes	<p>GCG's project team has provided VincentCare Victoria (VCV) with funding recommendations communicated through a presentation and research report. A supplementary criteria matrix model was also provided for VCV to evaluate future prospective funding providers. The funding recommendations highlighted the most viable grants, foundations, and charitable trusts to apply for, as well as application tips and templates to streamline the application process. Additional post-funding recommendations were also provided to ensure funding is recurrent.</p>



Melbourne

Client Organisation	Bottled Up
Client Website	Spotify: Bottled Up Podcast on Spotify Instagram: Bottled Up. (@bottledupaus) – Instagram photos and videos
Project Manager	Tony Yu
Project Consultants	Nancy Lu, Joy Huang, Trevor Wan, Edward Wu
Advisor	Hang Deng (Strategy Manager at SEEK, former BCG Consultant)
Project Description	Bottled Up is a NFP with a podcast that aims to de-stigmatise mental health around Australia. They have recently become increasingly concerned with the rising mental health issues, especially given the aftermath of the COVID pandemic. As a result, they want to make further impact outside of just having a podcast. They have approached GCG to ideate new products to address the unmet needs within Australian mental health and create further impact.
Project Outcome	GCG has recommended evidence-based and innovative products which Bottled Up has expressed interest in implementing. The products are developed through the industry-standard jobs-to-be-done framework where a combination of desktop research, SEO analysis, expert interviews, and survey techniques are used to identify the most pressing needs within the mental health sector. Products are then ideated from the solutions that would address the most pressing challenges that have been identified. 3 products, along with paths to implementation, were presented to Bottled Up. They were extremely impressed with the quality of the work and are excited to further their impact by potentially bringing the products into the market.



UNSW

Client Organisation	107 Projects
Client Website	https://107.org.au/
Project Manager	Jack Pittman
Project Consultants	Ritu Patel, Cassandra Thai, Ella Fu, Nathan Jiw, Kunjita Bajaj
Advisor	Ian Kim (General Manager at New Horizons, former EY-Parthenon Strategy Consultant)
Project Description	107 Projects focuses on engaging the wider community with creative industries to foster social change and create positive human experiences. They were interested in creating a form of social impact measurement to better understand the social impact they were delivering, namely improving community-wellbeing. The GCG team was engaged to develop a measurement strategy that allowed them to measure social outcomes.
Project Outcome	GCG proposed methods for 107 Projects to improve data collection and communicate their social impact to stakeholders. To improve data collection, GCG created two surveys that 107 Projects could take sample off when they are getting feedback from Creatives/Residents and Workshop Attendees. GCG then created two SROI models – one for measuring social value created for workshop attendees and one for measuring social impact delivered to the Creatives/Residents.

Developing future leaders

Our volunteer consultants make GCG's pro-bono work possible and we are dedicated to their development as purpose-driven future leaders.

Key highlights

98% of volunteer consultants would recommend GCG to their peers

83% of volunteers saw a significant improvement in their consulting skills

98% of volunteers developed moderately to very valuable skills and networks for their future careers

Volunteer testimonial

One of my favourite aspects of the Global Consulting Group experience is when my fellow teammates and I present ideas to our clients, and seeing the enthusiasm that both sides bring to the table. Getting to learn invaluable skills that are essential for my future career through working on GCG projects and learning from the inspiring people around is something that I truly appreciate as a part of my university experience.



Khue Nguyen
Project Manager,
University of Melbourne

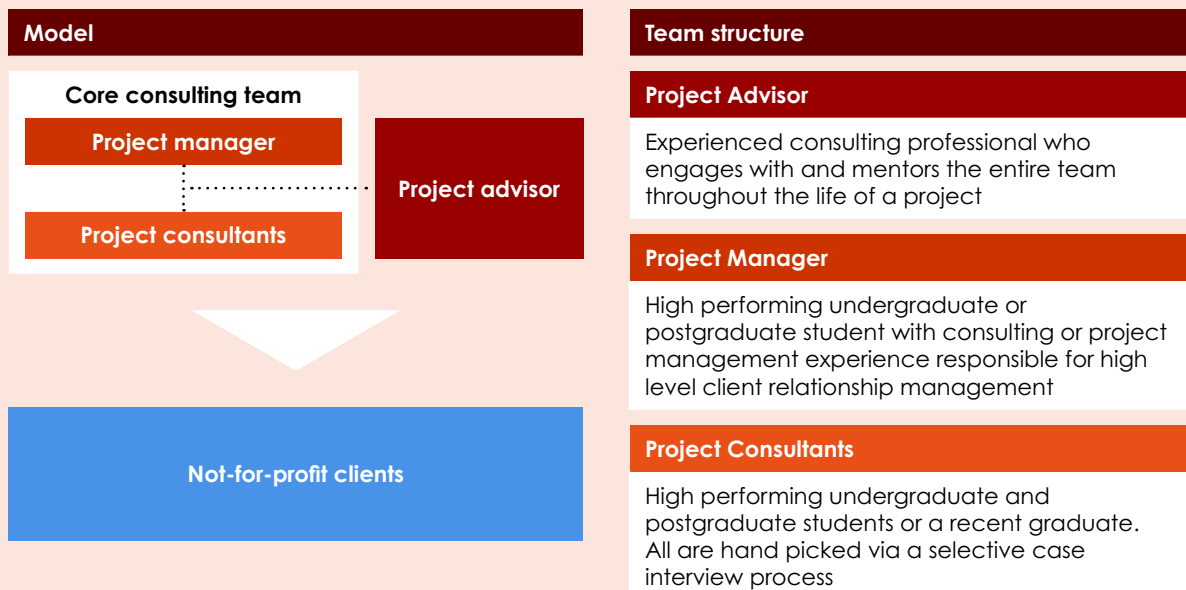
How we made an impact

GCG creates social impact by creating **future leaders** (students and advisors) who have the capabilities and desire to make an impact on social issues **throughout their career**.

We helped students develop key skills that are necessary to a **career in consulting** by fostering a **purpose-driven** approach to consulting and encouraging students to use their skills to make a **social impact**.

We provided a safe environment for students and professional consultants to **grow and develop** their skills while striving for a better society.

Our mentoring-led project structure



Leadership event highlights

In addition to learning through the pro-bono consulting projects, students are also provided with a number of training events from industry experts to build their skills and desire to make a social impact throughout their careers.

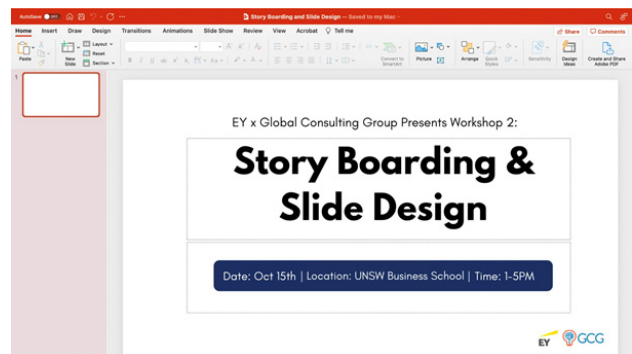
Unimelb Induction with Monitor Deloitte

As a fun way to get to know GCG's newest recruits, GCG ran a full day of induction on the University of Melbourne campus before the semester started. After establishing the vision and values of GCG in the morning, GCG was fortunate to receive consulting problem solving training from Monitor Deloitte to build the fundamental skills necessary to break down a consulting project. Following a pizza lunch, our four new project teams participated in an abbreviated not-for-profit themed case competition which was used to hone slide building and data analysis skills. At the same time, our functional teams got the bulk of the semester's organisation and planning out of the way before the entire branch finished with a social dinner as a group.



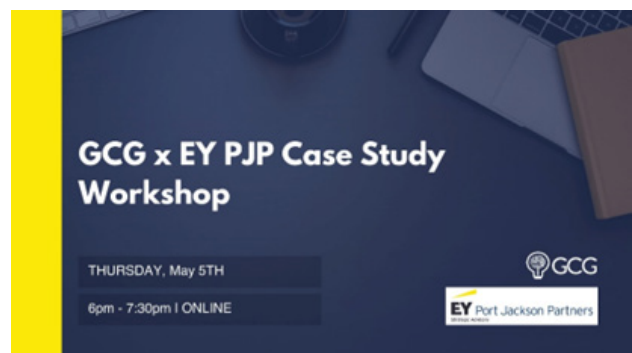
UNSW EY x GCG Internal Workshop

The GCG x EY workshop connected GCG volunteers with consultants at EY through a storyboarding workshop. This workshop helped develop the consulting skills of volunteers, empowering them to think critically, logically and more analytically.



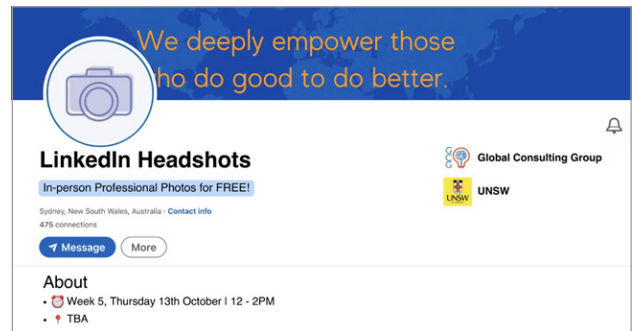
Unimelb EY PJP Case Study Workshop

For many wishing to enter the consulting industry, GCG ran a case study workshop alongside our friends at EY Port Jackson Partners. Listening from experienced consultants at the leading strategy consulting firm, online attendees were briefed on the structure of case study interviews and the best approach to answering these tricky questions. Four EY Port Jackson Partners panelists including one of the firm's partners ran through a mock case interview as well as possible behavioural questions before discussing what the firm and other consulting firms in the industry look for in candidates.



UNSW GCG LinkedIn Photoshoot Event

The GCG UNSW branch organised a photoshoot available to all students. It gave students the opportunity to take professional headshots for their LinkedIn with the aid of a photographer, helping them gain greater exposure with clean, professional photos.



GCG Monash Bowling Night

GCG Monash organised a social mid-semester bowling event and dinner. GCGers had dinner at Nandos and headed to STRIKE for bowling afterward. The level of bowling was varied; ranging from barely socially acceptable to almost professional.



Influencing the direction of the for-purpose sector

GCG x Google x UNSW Business School Case Competition

GCG ran a case competition with leading technology company Google with support from UNSW Business School. This event allowed first year students from UNSW, Monash University and Melbourne Uni to not only develop, demonstrate and push their problem-solving and analytical skills, but also work on solutions within the sustainability space surrounding SDG goals 12 and 13. Over ~200 individuals signed up for the event.



Unimelb FBE consulting panel

GCG's Unimelb Branch held the first external in-person event since before the pandemic with an interactive panel event which included academic representatives from the Faculty of Business and Economics (FBE) as well as industry consultants from EY Port Jackson Partners, Strategy&, Monitor Deloitte, and Publicis Sapient. Via an open floor QnA format, panelists discussed their journey in their consulting careers, the opportunities available for current students at their firms, as well as general insight into the world of management consulting. With over 80 students attending the QnA panel and networking session afterwards, GCG was proud to make a positive external impact in the university community.



Monash Panel and Networking Night

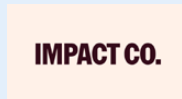
The Monash Panel and Networking event was open to all Monash students. Panelists included representatives from Nous, Accenture, Bain, Deloitte, and SP Consulting. Catering and drinks were provided for the networking event after the panel. The Panel and Networking Event was held in a Monash University owned events space in the CBD. GCG received great feedback for the event, and a couple of Monash students applied to be a Project Consultant for Semester 2 2023 after attending the event.





5. Get involved

We are grateful to our partner organisations – their ongoing support has allowed us to achieve incredible results this year



Support us to do more

GCG has completed over 220 projects to help empower not-for-profits and charities achieve their vision. But we want to help even more.

If you would like to support the work we do, please make a donation at donorbox.org/gcg.

You can also join us on our journey and support us through the following ways:



[Become a GCG Adviser](#)



[Become a GCG client](#)



[Partner with GCG](#)



[Launch a branch](#)



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facebook.com/GCG.UNSW



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