



Best Healthcare Business Management Consultancy 2017 & Award for Excellence in Healthcare Data Safety Solutions

Factum is a multi-faceted consulting firm that was founded with one thing in mind: helping clients solve problems. We spoke to Nichole Fuller to find out more about the firm and the services it offers.

Factum supports clients to develop and deliver solutions to even the most complex issues. With a team of expert consultants and principles of quality, dependability, and commitment, the firm establish enduring partnerships with clients across industries to help them overcome business challenges and transform their business from within. Nichole discusses the firm's mission and how it works to drive success for its varied clients.

"Here at Factum, our Mission is to partner with clients and transform their business from within. We realize that for our clients to remain competitive in their market, we must employ our capabilities at the very core of their organization and ensure they continue to build on a solid foundation.

"Our clients range from Fortune 100 and FTSE 100 organizations to mid-sized players seeking to grow to that level. Many of the companies we have worked with operate primarily in either energy, healthcare, financial services, or software, but we have helped a number of companies outside those industries as well. We maintain a high retention rate with our clients for a reason: Our

strict adherence to our principles of quality, dependability, and commitment. The work we do is done well. Our clients trust us to get it done every time. And it is done until it is completely done."

Supporting such a wide range of clients means offering a vast array of services, as Nichole explains.

"As a consulting firm, the capabilities we offer transcend industry boundaries, though we do of course take into consideration the industry context. Still, we find that sometimes our cross-industry experience is a tremendous benefit for clients. There's a "cross-pollination" of sorts that occurs in that we are able to apply concepts from one industry to another. This often results in a solution that would not have been possible using singular-industry knowledge."

Having just celebrated five years in business Factum remains keen to build upon its current success and grow even further over the coming months and years, as Nichole concludes.

"Recently we celebrated our 5th year in business, an important milestone for Factum. Though many of our people have been consulting for years



with great success, combining our capabilities into a formal business was still a big step.

"Looking back on where we were five years ago versus where we are now, it's exciting to see how far we have come. Growth in our client base is one such area. And another is the growth in internal resources, both in number and skill levels. We find this especially interesting, as it speaks to ensuring our internal infrastructure is developed sufficiently to support the larger client base. If you think about it,

the concept is quite in alignment with our mission."



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