



Teleios Berkeley Advisors

[India]

Teleios – The Greek Goddess of Perfection

Berkeley - From a group of academic pioneers in 1868 to the Free Speech Movement in 1964, Berkeley is a place where the brightest minds from across the globe come together to explore, ask questions and improve the world

Advisors – Which is who we are and what we do!

Who are we?

- We are a Boutique!
- Incorporated in 2019
- Structured in a Partnership Model
- Wisdom – 20 to 45 Years of Technology Experience Each Partner
- Achievements – Each a Global Pioneer in their fields
- Assisted by our Apprentice's and Enablers.

What we are and are not!

- We don't work by the hour or bill hourly. Because we are not selling our time.
- We work on value based pricing. With a minimum billing at par with firms like McKinsey & Co. until the value is recognized and accepted.
- Our Clients and we mutually articulate and agree on
 - The Problem Statement(s)
 - The Value of Solving the Problem(s)
- We are not a Services Firm.
- We don't offer Engineering, Development or Consulting (???) Services.
- We offer Strategic Consulting & Advisory.
- We solve Tough Problems in Technology across 2 Dozen Domains.

Pricing

- Lead – No Obligation Discussion
 - Outcome – Can we solve it for you? Yes/No!
- Discovery – Fixed Price, Time Bound, Expenses
 - Outcome – Problem Detailing, Context, Constraints, Resources, Timelines, Definition(s) and Measure(s) of Success
- Engagement – Value Based Pricing, Variable Success Fee, Expenses
 - Outcome – Solution(s); Advised, Guided, Mentored by us; implemented by your team or your contractors.