

Empower your business within the public sector



Background

Virtual Management (VM) has more than 30 years experience in doing business with a multitude of different industries, also including the public sector. It has worked and lead several engagements in the Nordics which includes sourcing and procurement assignments, IT and systems development, telecom, media & PR agreements, designing and facilitating networking and coaching platforms.



Consulting Services

VM has taken on both shorter strategy assignments as well as longer business transformation engagements where VM has had a more of an operational responsibility and implementing business/IT changes across the organization.

Sales coaching, innovation management and leadership trainings & workshops have also been a strong focus area within VM's public sector offering. With its many strict processes and procedures, the public sector is a special arena to do business in. Understanding and mastering the whole public sector value chain is often the difference between a costly RFP process and a successful long-term engagement.



Methods

VM has the tools for assessing, measuring and auditing the business process and can support the bidding partner with coaching and mentorship for shorter or longer periods. As one example is the InnoSurvey™, that is designed to assess and develop the innovation capabilities within a company



Trade fairs, open meetings and high level networking platforms

In 2010 VM was the co-founder of eGovernmentdays (www.eforvaltningsdagarna.se) and this platform has ever since been the largest meeting place in Sweden / Nordics in the area of digitalisation of public sector. Last year almost 1000 delegates and 55 exhibitors had two great meeting days with lots of knowledge sharing and new contacts.

Almedalen is the leading political meeting place in Northern Europe. During this high-level event in Visby, VM has in partnership with Offentliga Affärer been involved for several years organizing, hosting and facilitating keynotes and presentation days



Magazines and onlinemedia

Our media partner, Offentliga Affärer, is the largest independent magazine/webportal covering public sector. The magazine has in more than 25 years covered local and global public business. Special editions around procurement, eGovernment, leadership and public economy has need produced over the years.

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www.virtualmanagement.se

