



7N's Business Model

And Values



The digital revolution and globalization have now become facts of life. This has meant that the market for consultancy services has mushroomed during the past 20 years. Competition is now fierce, and the freelance market is booming. Today, our clients use our external consultants as a strategic instrument to add momentum to their organizations and introduce new technology which will support their business activities. Consultants are no longer regarded as a necessary evil but are used for a limited period to generate energy and progress in the organization.

Many of us would like to enjoy a greater degree of freedom in our working lives which is one of the reasons why more and more people choose to run their own business and work independently as freelance consultants.

7N goes the extra mile - we want to be your agent!

Celebrities and top-of-the-league sports stars all employ the best agents in the business to represent them. In 7N, we aim to be the preferred agent for the best IT consultants in the world.

We don't just sell consultants; we build long-term relationships with those who choose to work with us. In this dynamic collaboration, both 7N and the consultants we represent, develop their professional skills and experiences, while reaping greater financial rewards.

Contracts made through 7N normally run from 3-6 months, and the client is usually entitled to extend the contract for an agreed period. Some 7N consultants work for the same client for several years, while others work for several clients during a year.

All of this takes place in a collaboration based on trust, respect, continual adjustment of expectations, clearly defined goals, a thoroughly prepared contract, professional development, and an attractive social environment. We believe that 7N can make a valuable contribution to the careers

of consultants we represent when we have a close relationship with them and know their strengths, the areas they need to work on, and the direction they would like to see their career follow.

From us, you can expect transparency on pricing and the contract opportunities that exist. In return, we expect our collaboration to be based on mutual trust rather than contractual obligations.

In other words, you will become a part of the most highly skilled consultancy network and have access to a dedicated group of staff, that is ready to serve you.

Our values at 7N

Consultants, agents, and staff live up to our three values every day:

Professional expertise

A high level of expertise is an absolute must for everyone at 7N. We live for what we do. We strive to be the best within our field, and we must excel at passing on this knowledge to others.

Respect

We respect others and the knowledge they have. We always assume that the person with the problem is the one who is in the best position to recognize the right solution. Therefore, it is our job to listen, try to understand and respect what others tell us – or say about us.

Mindset of a servant

We believe that we exist to be there for others, and not just ourselves. We forge other people's happiness by using our skills and strengths to serve each other as colleagues, clients, and business partners. Being proud to serve means that we are the happiest when we are of benefit to others.

What does a successful 7N consultant look like?

We find that our clients often ask for the same 7N consultants again and again. So we sat down to figure out why some consultants are more successful than others.

We got the Danish business psychologist, Peter Klange, to interview some of our most talented consultants and distil the essence of these interviews into what we call The Secret Code – the recipe for a successful 7N consultant. You can read more about [The Secret Code](#) here





7N A/S is a global, elite IT consultancy and agency with 30 years market experience in serving all aspects of critical IT projects both within the public and private sector.

We have dedicated ourselves to finding the right match between our consultants and the companies we serve – we believe that is how the best results are created. At 7N, we have built a professional community of extraordinary people. A community dedicated to achieving professional and personal development. A place where the best gets to play with the best.

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