

# Consulting tail spend

## Self-diagnostic checklist

Five questions on whether your organisation has the infrastructure to manage its consulting tail. Score each against your current situation: 0 if the capability is absent, 1 if it is partially in place, 2 if it is genuinely operational. The result tells you where to focus first.

QUESTION		SCORE		
RATE EACH QUESTION: 0 = NOT IN PLACE · 1 = PARTIALLY IN PLACE · 2 = FULLY IN PLACE		0	1	2
1	<p><b>Do we have a self-sourcing process for small consulting engagements?</b></p> <p>A process is not a form. It is a clear path — pre-qualified suppliers, rate guidance, a lightweight workflow — that stakeholders can follow without procurement involvement at every step.</p>	0	1	2
2	<p><b>Are our stakeholders trained and equipped to buy consulting on their own?</b></p> <p>Procurement cannot be present at every small engagement. If the people commissioning the work do not know what a reasonable scope or fee looks like, that knowledge gap is a direct cost.</p>	0	1	2
3	<p><b>Can we easily identify our tail spend and understand what the projects were actually about?</b></p> <p>The test is simple: can you pull, today, a list of all consulting engagements under a given threshold — with supplier, fee, and a one-line description of what each delivered? If not, the tail is unmanaged by definition.</p>	0	1	2
4	<p><b>Do we have a clear governance framework that covers the full spend range, including the tail?</b></p> <p>Governance means thresholds calibrated to the consulting market, a defined process for each band, and rules simple enough that people actually follow them — rather than work around them</p>	0	1	2
5	<p><b>Do executives have a clearly defined consulting budget at their discretion?</b></p> <p>A pre-allocated envelope for small projects gives executives the autonomy they need without turning every engagement into an undocumented liability. Without it, the boundary between sanctioned and unsanctioned spend is never clear.</p>	0	1	2
<b>TOTAL (ADD YOUR FIVE SCORES)</b>		<b>/ 10</b>		

### READING YOUR SCORE

<b>0 – 3</b>	<b>NOT READY</b>	The infrastructure for managing the tail is largely absent. Self-sourcing is happening without the guardrails that make it safe or visible.
<b>4 – 6</b>	<b>PARTIAL</b>	Some elements are in place but the picture is incomplete. The tail is partially visible and partially governed — which typically means the riskier parts are in the blind spot.
<b>7 – 10</b>	<b>IN CONTROL</b>	The foundations are solid. The tail is visible, governed, and supported by the right tools and training. The priority shifts from building the infrastructure to refining it.

To understand what to do about it, read our full insight: [HOW TO MANAGE THE TAIL SPEND](#)  
 Or see how Consource gives you instant visibility into your consulting tail — book a 30-minute walkthrough at [consource.io](#)