

The Future of Advisory: On-Demand C-Suite Experts



KINGSPPOINT
ALLIANCES

Where corporate warriors conquer kingdoms

Executive Summary

Traditional consulting models are expensive, slow, and often inaccessible to SMBs as they need someone to define the requirement, run a recruitment engine to hire the talent and hope they deliver. This situation has increased the need for **trusted guidance from seasoned executives** but on demand. Kingspoint Alliances addresses this gap with **on-demand C-suite expertise** — fractional engagements from proven leaders who have navigated enterprise-scale challenges. Experts are willing to provide this service to keep themselves updated on the latest developments and initiatives as well as to be valuable to the society and in a way help the warriors conquer the enterprise kingdoms.

This white paper explores how SMBs can unlock enterprise-grade advisory **without enterprise-grade cost**, and how the Kingspoint **Befriend model** (the “B” in Buy–Build–Befriend) provides a flexible, scalable path forward. This new model makes enterprise-grade advisory accessible to SMBs at the right time, in the right format, and at the right cost

The Challenge: Over 50% of SMBs say they lack access to executive-level advisory, even as investors increasingly demand board-level AI governance

- **High cost of traditional consulting:** Enterprise-focused advisory firms price out most SMBs.
- **Fragmented gig platforms:** Hard to assess credibility and trustworthiness of freelancers.
- **Knowledge erosion risk:** Without expert input, SMBs risk falling behind in their core areas of expertise as the world has seen innovations uproot traditional models.
- **Investor expectations:** Boards and investors now expect AI strategies and governance structures — often requiring executive-level validation.

The On-Demand Expert Model

1. Fractional Engagements

- Hire former CIOs, CTOs, CROs, and domain experts **by the hour, project, or milestone**.
- Gain focused expertise without full-time cost.

2. Verified Pedigree

- Kingspoint’s network includes **enterprise-seasoned leaders** with proven records at global firms.
- LinkedIn “verify-me” and peer ratings provide transparency.

3. Flexible Advisory Modes

- **Strategic workshops** to set direction.
- **Project-based guidance** during vendor/product selection.

- **Ongoing governance** as fractional board advisors.
4. **Knowledge Transfer.** Many SMBs want not just advice, but for their teams to be *upskilled* by these experts
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How SMBs Benefit

- **Trusted guidance:** Enterprise-level insights tailored for SMB constraints.
- **Faster execution:** Avoid costly missteps in technology adoption.
- **Scalable support:** Expand or reduce advisory engagements as needs change.
- **Investor confidence:** Demonstrate expert-backed decision-making.

Case Example: An European Telecom SMB engaged a Kingspoint expert to guide AI and voice augmentation in customer service. **Outcome:** improved upselling and cross-selling performance.

The Kingspoint Advantage

Kingspoint Alliances makes on-demand expertise practical through:

- A **curated database of C-suite experts** with enterprise pedigrees.
 - Integration with **OpenConnections**, which aligns experts to solution blueprints.
 - **Flexible pricing models** to match SMB budgets.
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Conclusion

On-demand C-suite expertise is the future of advisory for SMBs — flexible, verified, and impactful. Kingspoint Alliances' **Befriend model** ensures SMBs access the wisdom of seasoned leaders to de-risk AI adoption, accelerate transformation, and scale with confidence.

👉 To learn more or connect with an expert, visit www.kingspointalliances.com