

FV vs. Alternatives

Case Study:

Velocity + Value + Quality

www.futureventures.ca



Future Ventures (“FV”) consistently delivers superior speed, ROI and value capture compared to Internal FTEs, Fractional Independents, and Traditional Consulting Firms.

In the Base Model, FV achieves a 22.0× ROI with the lowest cost per outcome (\$7.6k). Even in the Hybrid Model (with a 5% success fee), FV maintains a 10.48× ROI, outperforming all alternatives.

Fastest Path to Outcomes: FV $\approx$ **2.0 months** vs. Internal (6.0), Fractional (4.0), Traditional Consulting (3.5).

Best ROI: FV $\approx$ **22.0×**, Fractional $\approx$ **13.0×**, Internal $\approx$ **4.6×**, Consulting $\approx$ **1.9×**.

Lowest Cost per Outcome: FV $\approx$ **\$7.6k/outcome**, Fractional $\approx$ **\$12.8k**, Internal $\approx$ **\$36.2k**, Consulting $\approx$ **\$88.4k** (CAD).

Why: FV blends a **dedicated lead** (single-throat-to-choke) with a **bench of Subject Matter Experts and Global Talent Hub capabilities**, compressing cycle times ($\sim 3\times$ faster) and capturing more value (quality multiplier **1.1×**).

Scope and Intent

Compare all four ways to execute a 6-milestone “Strategic Finance and Growth Enablement” program (e.g., operating cadence, KPI/board pack, GTM playbook, hiring plan, data room, capital-raise readiness) for a scaling company. We quantify **time, cost, cost per outcome, and ROI**.

Options Compared:

1. Internal FTE
2. Fractional (independent)
3. Traditional Consulting Firm
4. Future Ventures

Core Inputs and Assumptions

Program and Value

→ \$1,000,000 CAD (risk-adjusted across six milestones).

Utilization:

Internal FTE: 55% (2080 hours less vacation, stat holidays, training and any other projects)

Fractional Independent: 75%

Consulting Firm: 95%

FV: 95%

Timeline to Outcomes:



Internal FTE: 6.0 months
Fractional: 4.0 months
Consulting: 3.5 months
FV: 2.0 months

Quality Multipliers (effectiveness of outcomes):



Internal: 0.8
Fractional: 0.9
Consulting: 1.0
FV: 1.1

Monthly Costs:



Internal FTE: \$23,290 (+\$34k one-time recruiting)
Fractional: \$17,320
Consulting: \$151,550
FV: \$25,000

Hybrid Model:



Adds a 5% success fee on the incremental enterprise value derived from our work.

Results: Base Model (No Success Fee)

METRIC	INTERNAL FTE	FRACTIONAL	CONSULTING	FUTURE VENTURES
Total Direct Cost	\$173,740	\$69,280	\$530,425	\$50,000
Realized Outcomes	4.8	5.4	6.0	6.6
Cost per Outcome	\$36,196	\$12,830	\$88,404	\$7,576
Effective Months	10.91	5.33	3.68	2.11
Cost per Effective Month	\$15,926	\$12,990	\$143,972	\$23,750
Value Captured	\$800k	\$900k	\$1.0M	\$1.1M
Net Value	\$626,260	\$830,720	\$469,575	\$1,050,000
	4.60×	12.99×	1.89×	22.00×

Results: Hybrid Model (5% Success Fee)

FV Cost: \$105,000 (\$50k direct + \$55k success fee).

Cost per Outcome: \$15,909.

Net Value: \$995,000.

ROI: 10.48×

Interpretation & Key Takeaways

Consulting Firms: Costliest and least efficient: high overhead, layered staffing, and slideware risk.

Internal FTEs: Lower utilization, ramp-up delays (recruiting), and limited breadth.

Fractional Independents: Lean but constrained by bandwidth and lack of scale.

FV Advisory: Combines the strengths of all models: dedicated lead, SME bench, global hubs → yielding faster delivery, higher quality, and greater adoption.

Cost Anatomy and “hidden” Cost Unpacked

Internal FTE

Visible: salary, bonus, benefits, overhead (~\$23.3k/month) + \$34k recruiting.

Hidden: time-to-hire, ramp to context, BAU dilution (30%), manager time, tool licensing, turnover risk.

Risk: single point of failure; if they roll off, momentum stalls.

Fractional (Independent)

Visible: \$17.3k/month (20 hr/wk @ \$200/hr).

Hidden: variable scheduling, limited bandwidth, potential gaps in adjacent domains (you may add contractors or stop-go delays).

Risk: single-operator capacity; availability conflicts.

Consulting Firm (Traditional)

Visible: \$151.6k/month (100 hr/wk @ \$350/hr, blended team).

Hidden: overhead from partner/manager layers, deliverable polish cycles, knowledge transfer costs.

Risk: “Slideware” bias; post-engagement sustainment relies on internal

Future Ventures Advisory

Visible: \$25k/month retainer (lead + expert bench + accelerators).

Hidden: minimal; model intentionally avoids idle staffing and long discovery cycles.

Risk: managed via weekly shipping, governance cadence, and outcome

Sensitivity Analysis (ROI by Program Value)

Base Model (No Success Fee)

PROGRAM VALUE (CAD)	INTERNAL FTE ROI	FRACTIONAL ROI	CONSULTING ROI	FV ROI
500,000	2.30×	6.50×	0.94×	11.00×
1,000,000	4.60×	12.99×	1.89×	22.00×
2,000,000	9.20×	25.97×	3.77×	44.00×

Base Model (Success Fee)

PROGRAM VALUE (CAD)	INTERNAL FTE ROI	FRACTIONAL ROI	CONSULTING ROI	FV ROI
500,000	2.30×	6.50×	0.94×	5.83×
1,000,000	4.60×	12.99×	1.89×	10.48×
2,000,000	9.20×	25.97×	3.77×	18.40×

FV remains the top performer across realistic value bands because its **cost base stays low** while **quality and speed** remain high.

Why FV Delivers Superior Results

- 1 Dedicated Engagement Lead:**
drives accountability and continuity.
- 2 On-Demand SME Bench:**
just-in-time expertise avoids idle costs.
- 3 Global Talent Hubs (Argentina, Dominican Republic, Tunisia):**
compress cycles, parallelize delivery.
- 4 Proven Accelerators:**
KPI dashboards, playbooks, methodology packs and enablers.
- 5 Operator Cadence:**
continuous delivery to drive adoption and realized value.

When You Choose Each Path

Internal FTE: when the program is **permanent Business-as-Usual (BAU)** and you need institutional memory, you still buy time with FV to accelerate the first 60–90 days.

Fractional Independent: well-bounded scope that fits one senior generalist's bandwidth, minimal cross-functional complexity.

Traditional Consulting: large, multi-workstream transformations that require 20+ people, heavy PMO, or regulated deliverables.

FV (recommended): high-leverage, cross-functional outcomes that benefit from **senior operator ownership**, specialist **surge capacity**, and **speed**.

Translating “faster” and “better” into numbers

3× faster vs. internal (6.0 → **2.0 months**) reduces decision latency and compounding opportunity cost; you realize revenue, savings, or risk-reduction **sooner**.

4–6× more value than traditional consulting: In practice, this shows up as **more completed outcomes** (6.6 vs. 6.0 baseline) and **higher adoption** (operator-owned change), which pushes realized value from **\$1.0M** (consulting) to **\$1.1M+** (FV) **while spending ~90% less** (50k vs. 530k in this program). Even if you kept the **same value** as consulting (1.0M), FV's ROI would still dominate due to the radically lower cost basis.

Risks & Mitigations

Internal/Fractional: Over-reliance on a single operator → mitigated by FV's bench.

Consulting: Risk of adoption gaps → mitigated by FV's operator cadence.

Estimation Risk: Addressed via milestone verification and success fees tied to validated impact.

Conclusion

Future Ventures provides clients with the best of all worlds: a dedicated resource, supported by a roster of experts and a global talent hub model that drives outcomes faster, cheaper and better than any available alternative.



Maxim Atanassov

Maxim Atanassov is a strategic advisor, transformation leader, and investor with over 20 years of experience scaling businesses across sectors. Based in Calgary, Maxim blends deep financial insight with emerging technologies to unlock growth, manage risk, and build future-ready organizations.

As a serial entrepreneur and tech founder, Maxim has led complex transformations that turn vision into execution—helping companies modernize operations, architect new capabilities, and outperform their industries. His approach fuses AI integration with strategic governance, enabling clients to capitalize on disruption and scale with confidence.

At Future Ventures, Maxim partners with founders, executives, and investors to drive bold change—offering hands-on guidance from idea to impact. Known for his clarity in strategy design and ability to operationalize innovation, he plays a pivotal role in shaping the ventures and ventures-to-be that define tomorrow.



FutureVentures

www.futureventures.ca