

Teton Cloud Consulting

Helping high achievers think above the clouds
and turn possibilities into success



Driving growth and optimization

Excelling in your market and achieving accelerated growth requires a demanding focus on both business and technical strategy. For private equity firms and companies looking to drive transformation, Teton Cloud Consulting delivers an integrated strategy to help you overcome growth and optimization challenges and accelerate high-impact outcomes:



Grow
revenue



Control
costs



Differentiate
offerings



Meet
customer
needs

Growth & resouce challenges

Stagnant sales: Flat or declining revenue due to market saturation, poor marketing strategies, or lack of innovation

Disjointed GTM and team approach: Lack of consistency in how your organization goes to market and works together

Talent shortages: Difficulty attracting and retaining skilled employees, leading to productivity losses and hindered growth

Lack of investment: Insufficient funds or limited access to financing to accelerate growth

Optimization & resiliency challenges

New technologies: Making room for new focus areas such as AI, cloud, data center, and networking

Legacy integrations: Reconciling newer technologies with outdated tools and systems

Silos and fragmentation: Disparate systems and lack of integration hindering optimization

Compliance and security: Adhering to regulatory requirements and maintaining security

Our beliefs

Our approach **drives 5X+ in follow-on** across your services stack.

We help **construct your organization** to drive a growth outcome.

Integrated revenue motions **tie your portfolio together for rapid-scale growth.**

We can **optimize technology** investments across your entire portfolio.

How we help

Our focus is on providing business consulting services that help you gain traction on your biggest goals through a focus on services delivery, team alignment, and technology enablement.

Maximize top-line revenue growth by building integrated revenue teams.

Implement processes and systems to improve sales efficiency and customer retention.

Manage efficiencies by leveraging capabilities & new technologies.

Build revenue centers to access specialized talent, reduce costs, and enable new technologies.

By tying together these key strategic initiatives, we can drive accelerated growth and improved profitability through operational excellence.

Optimize & expand value by aligning services teams.

Focus on high-growth, high-margin service offerings aligned to customer needs.

Fuel growth through mergers & aquisitions.

Evaluate potential acquisition targets that can expand capabilities and access new markets.

How we work: Driving results across your entire portfolio

Gain an experienced guide for navigating the ins and outs of building your business into something better. Our advisory services empower your organization to address growth challenges and technical debt, optimize performance and costs, plan and execute strategic modernization, and realize your biggest goals with confidence and drive a positive feedback loop of success.

Execute on our strategy.

- Design, deliver, and drive transformation projects
- Solution building, piloting, and implementation/rollout
- Transform clients anywhere in their current journey
- Help clients scale

Evaluate and plan.

- Strategy and roadmap development: Why vs. what?
- Assessments and workshops
- Architectural design
- Demonstrate the holistic approach
- Address the complexity of transformation

The catalyst that drives the entire portfolio end-to-end



Optimize and manage.

- Develop and execute your success roadmap, both short and long term
- Strategic guidance; increase relevancy
- Manage and build teams to drive success
- Troubleshooting and support
- Become true partner as an extension of our client's team

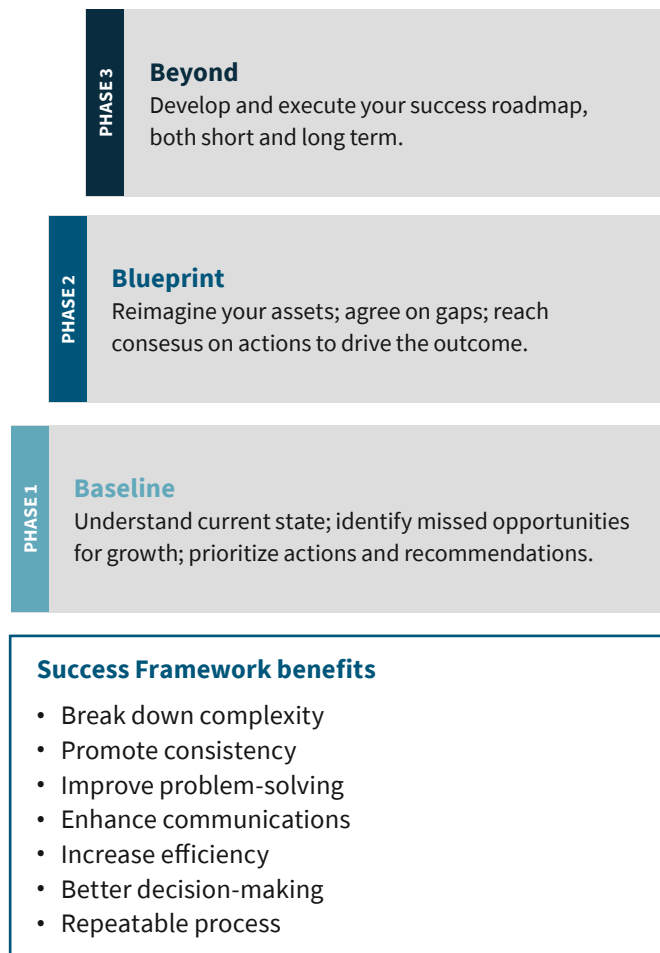
Our portfolio

| Services alignment | Revenue operations | M&A | Solution accelerators |
|--|--|--|---|
| Build and implement comprehensive services strategy to increase value. | Create integrated revenue teams to accelerate your sales growth engines. | Expand your market share by evaluating and integrating new acquisition targets. | Leverage up-to-date technology solutions to achieve your business goals and accelerate your solutions development. |
| Services Alignment & Maturity Assessment & Roadmap Development For service organizations, we provide a complete assessment review from revenue operations through delivery to NPS scores, driving improvements in customer satisfaction and retention. Design, Implement & Management We help businesses build and implement a service strategy that enables a roadmap to design, deliver, and manage services effectively. Our services ensure that this strategy aligns with the organization's overall goals while meeting the needs of their target audience. | Revenue Operations Center of Excellence Maturity Assessment & Roadmap Development Revenue Operations Center of Excellence Integration & Management We work with you to drive change. Example services include: <ul style="list-style-type: none"> • Analytics and forecasting • Organization design • Go-to-market strategy • Technology evaluation • Key process definition and alignment • Performance management • Revenue team models | We are highly specialized in driving value by offering a deep understanding of the services technology industry. We apply our domain knowledge alongside our deep understanding of the services functions within the organization to provide a complete picture of the asset for our clients. We help our clients in several ways on the buy side of the M&A transaction, including: <ul style="list-style-type: none"> • Strategic planning • Due diligence • Integration planning | Our consultants work with businesses to develop service offerings that optimize their technology investments. We also help clients assess their current technology use and identify areas for improvement. Focus areas include: <ul style="list-style-type: none"> • Practice and offering development • Technology strategy • Data center consolidation • Resiliency BC/DR • Remediation • Project management • Gaps in skill sets to fill support roles |

Build and mature with the Teton Cloud Consulting approach

We align our Success Framework to our Maturity Model to drive a clear baseline of your success mindset. This baseline provides a reliable, repeatable roadmap for your journey.

Our success framework



Maturing your growth mindset



Where will your ambition take you? Let's talk.

Visit www.tetoncloudconsulting.com

