

# Success Story #3

## Strategic Planning and Business Development for Start Ups and Small Firms

We work to achieve operational excellence by identifying, implementing, and managing policies, processes, and systems that will improve operating efficiency, effectiveness, and consistency for scale, with a focus on activities related to engagement delivery

### Key Accomplishments

#### **Residential Development & Construction Firm:**

Instrumental in furthering growth strategy by assessing their existing construction operations tool for ROI and scalability

#### **Manufacturing Firm With International Supply Chain:**

Contracted to evaluate their existing systems and document states, uncover gaps and recommend solutions. Subsequently identified the need for a project management tool as well as a global CRM system that will track financials, materials and logistics within the same operating system.

#### **Start Up Real Estate Development Firm:**

Played a key role in developing a negotiations strategy for a start-up real estate development firm, which led to the acquisition of six lots for multi-family development near the Obama Presidential Library on the Southside of Chicago

#### **40 Year Old Real Estate & Construction Consulting Firm:**

Worked with President and staff to create organizational transformation plan to accomplish rebranding, process and tools assessment and updates, scaling of the business development pipeline, and redevelopment of company culture through change management and strategic planning.

