

THE CLIENT: Dedicated Delivery Merger

The post-merger of two regional dedicated delivery services in central Florida.

THE SITUATION

Two recently merged delivery service owners desperately needed a comprehensive strategic & operational plan for their new operation to “carry them into the future.” Although sound in operational execution, the company lacked a clear vision, values, long-term plan or strategic goals.

THE SOLUTION

Through extensive situational analysis and pre-intervention planning, Dynatos Global led a substantial intervention combining visioning, values clarification, clarification of strategic objectives, live customer feedback sessions, management skills staff training and extensive executive advising and coaching.

THE RESULTS

The Co-owner’s original seven-year plan to grow and sell the new company was reached in only five years. One year after launch of the new strategy and plan, the Client was recognized as an INC 500 Fast Growth company. When sold in the fifth year, the new owners retained Dynatos Global as an advisor during the ownership transition and business launch.