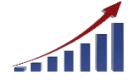


# The *Pathways-to-Grow*<sup>™</sup> Program



Our journey towards your unique path to growth begins with a structured process of reviewing your current business situation and your goals for growth. This is at the heart of our Pathways-to-Grow Program<sup>™</sup>. We examine your business processes and systems based on the current and future needs of your business and changes in your particular market or competition. We will then suggest potential strategies and / or areas of improvement in business methods, organization design, and enabling technologies specifically focusing on improving your profitability and customer service. This may consist of technology solutions to make it easier for consumers to do business with you or improvements to your internal business functions such as your supply chain processes. Working closely with you and your team, we will then custom-design a business strategy and plan that makes the most sense for your business.

Our customized four-step structured path forward includes:

- Business & market opportunity assessments including looking for opportunities in Business Process Re-Engineering
- Prioritized growth strategies and solutions to profitably improve your revenue, productivity and margin
- Business Case / Value Proposition Construction and project funding options
- Project implementation and change management support

## Specific Business & Technical Expertise

- Consumer Technologies Including Advanced Payment / Mobile & Web Technologies
- Operational Management Processes & Systems Including Supply Chain, Inventory & Labor
- ERP / MRP Manufacturing & Engineering (Commercial Industrial Products & Aerospace)
- CMMS / Plant & Facilities Management Processes & Software

## Markets & Industries

- For-Profit Managed Services (Retail Dining & Facilities; Various Markets & Demographics)
- Private & Government Sector Manufacturing & Supply Chain (Commercial; Defense Programs)
- Non-Profit Sector (Mission Fulfillment)
- Government Sector (City Government / Capital Projects Management)

## Work Experience & Professional Affiliations

- American Bible Society (Non-Profit, Transformation, Advancement of Mission)
- Aramark Corporation (Retail, Hospitality & Managed Services)
- KPMG Consulting (Multiple Business Process Re-Engineering, Technology Engagements)
- Lockheed Martin Corporation (Aerospace & Defense, Global Manufacturing Programs)
- GE (Power Generation, Aerospace/Defense, Industrial Products)
- NYC Office Of Management & Budget (Capital Budgeting Planning & Project Management)
- Penn State University / University Of Delaware Technology Advisory Boards
- Central Bucks (Pennsylvania) Chamber Of Commerce; Penn State ENTI Program