



# Capabilities

## PRESENTATION

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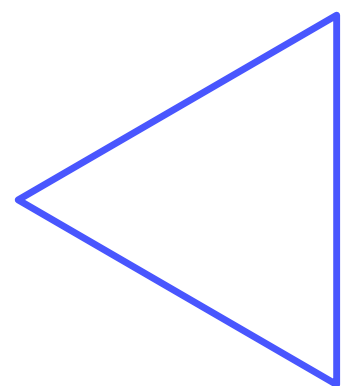


# **Consulting Collaborative History**

**Founded:**

**October 7, 2000**

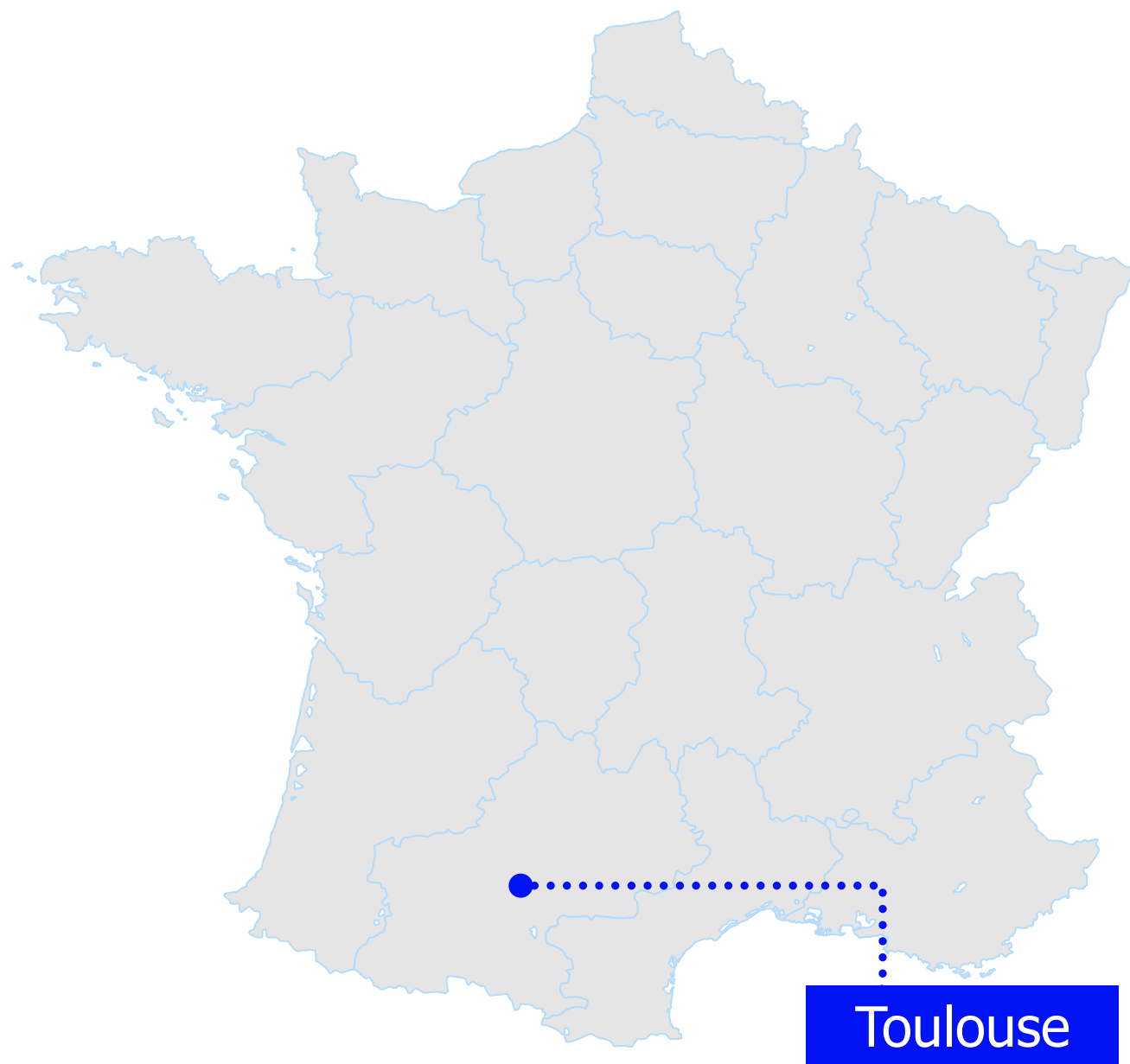
**Dallas, Texas**



# Consulting Collaborative Offices

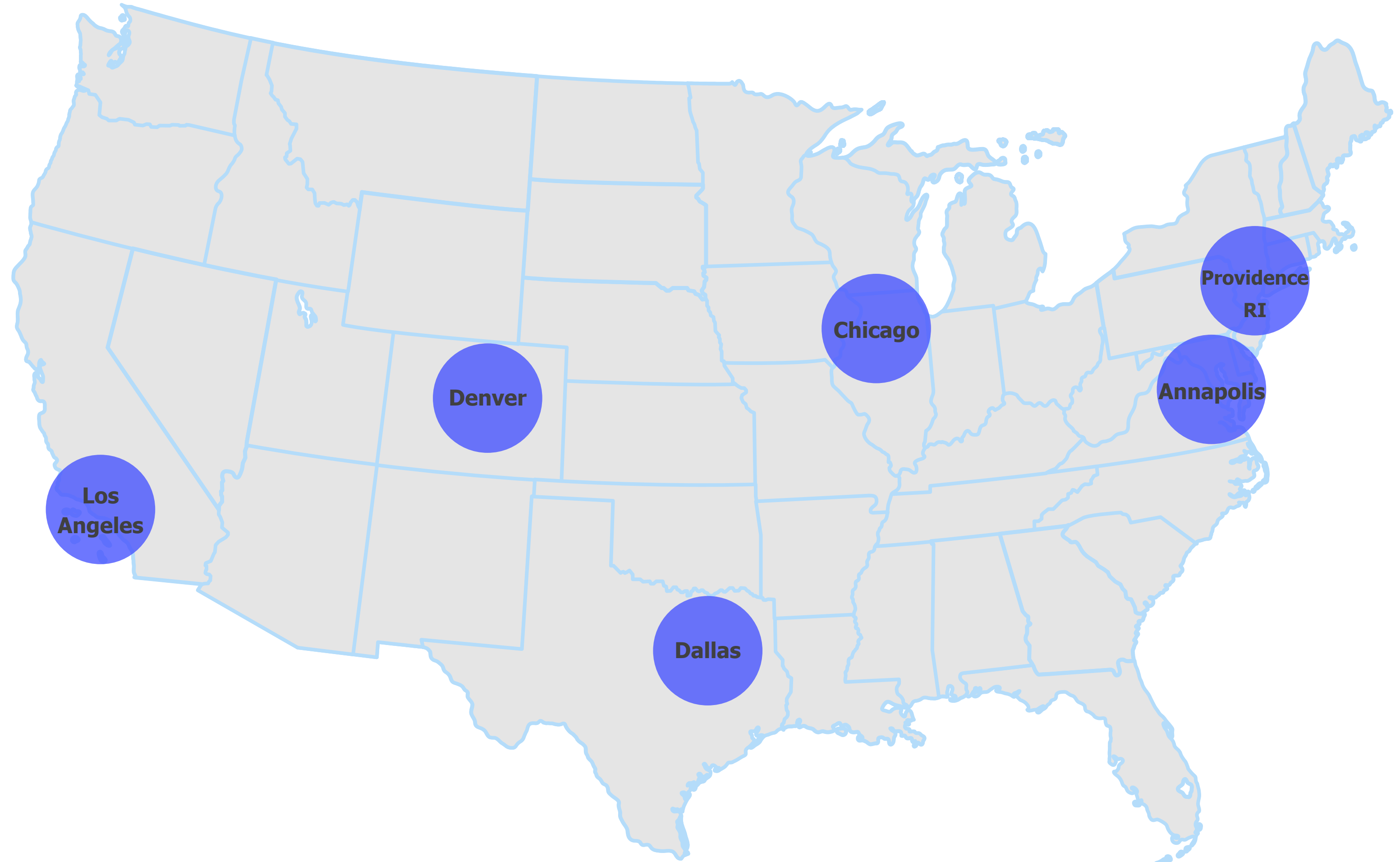
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## France



Toulouse

## USA



# Consulting Collaborative Consultants

- **Lynn Brown**                      **Annapolis, Maryland**
- **Vladimir Seizovic**              **Chicago, Illinois**
- **Richard Voreis**                    **Dallas, Texas**
- **Rick Liddell**                        **Denver, Colorado**
- **John Heinaman**                    **Los Angeles, California**
- **John Swindal**                      **Providence, Rhode Island**
- **Jean-Francois Cavalié**            **Toulouse, France**



# CLIENT DEMOGRAPHICS

**DOMESTIC**



**STRONG FOCUS**

- On "Best Business Practices"

**ANNUAL  
REVENUES**

- \$2 Million
- Over \$20 Billion

**INTERNATIONAL**

# CONSULTING FOCUS



**1**

**Building and  
Construction  
Industry**

**2**

**Architectural  
Building  
Products**

**3**

**Primary and  
Extruded  
Aluminum**

**4**

**General  
Business  
Consulting**



**CONSULTING FOCUS**  
**"BEST BUSINESS PRACTICES"**





# **CLIENT SECTORS**

- **Architects**
- **Engineers**
- **General Contractors**
- **Subcontractors**
- **Manufacturers**
- **Distributors**
- **Suppliers**
- **Trade Associations**
- **Others....**

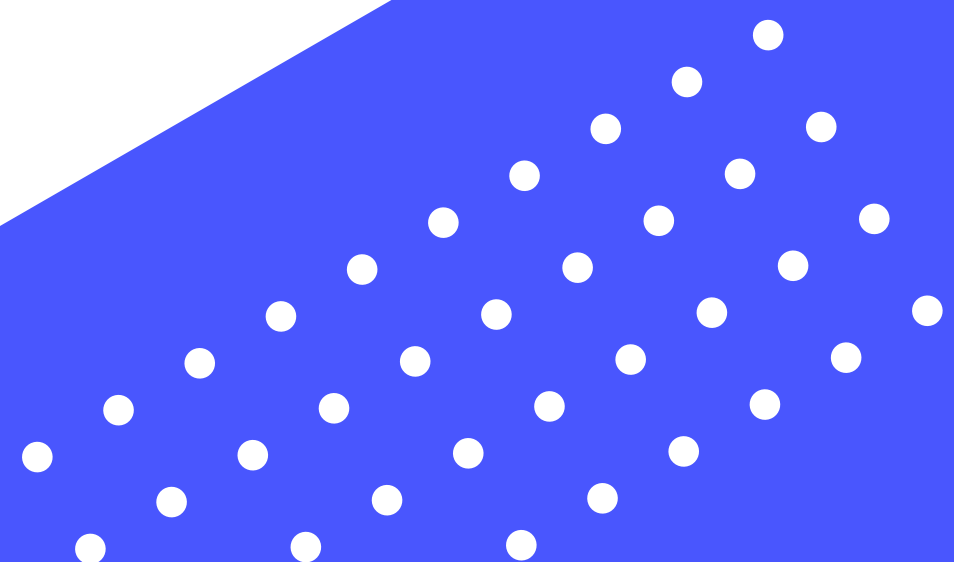
# CLIENT SECTORS

- **Turner Broadcasting Systems**
- **Dallas Symphony Orchestra**
- **Valpak**
- **Park Cities Historic and Preservation Society**
- **Aluminum Extruders Council**
- **Finishing Contractors Association  
International**
- **Attorneys**



# CAREER EXPERIENCE

- **President & CEO**
- **President**
- **Executive Vice President**
- **Vice President and General Manager**
- **Senior Vice President**
- **Chief Operating Officer**
- **Vice President of Marketing**
- **Vice President of Advertising**
- **Vice President Product Development**



# CAREER EXPERIENCE

- **Director of Research & Development**
- **Director of Acquisitions and Integration**
- **Managing Director**
- **Marketing Communications Manager**
- **Director of Marketing**
- **General Manager**
- **Business Owner**



# **WE ARE MANAGEMENT CONSULTANTS**

- **Strategic Planning**
- **Management and Staff  
Accountability**
- **Business Management**
- **Marketing and Sales Management**
- **Coaching and Leadership**
- **Expert Witness**
- **Legal and Professional**

# OUR EXPERTISE

- **Marketing Communications**
- **Advertising and Sales Promotion**
- **Public Relations**
- **Websites and Social Media**
- **Product Management**
- **Product Innovation**
- **Domestic Business Development**
- **Ownership Transition**
- **Acquisitions**



# OUR EXPERTISE

- **Decorative Surfaces (Laminates/Solid Surfacing)**
- **Painting and Wall Covering**
- **Interior Furniture/Wall Systems**
- **Ceramic Tile**
- **Commercial Roofing**
- **Automotive**
- **Diagnostics**
- **Hydraulics**
- **Building Integrated Photovoltaics**
- **Oil and Energy**



# “TRADEMARK”

- **Strategic Planning**
  - **One-Page Strategic Plan (aka Priority Plan)**
  - **Management and Staff Accountability**
  - **Employee Specific**
  - **Linked to Performance Appraisals, Salary and Incentive Compensation**

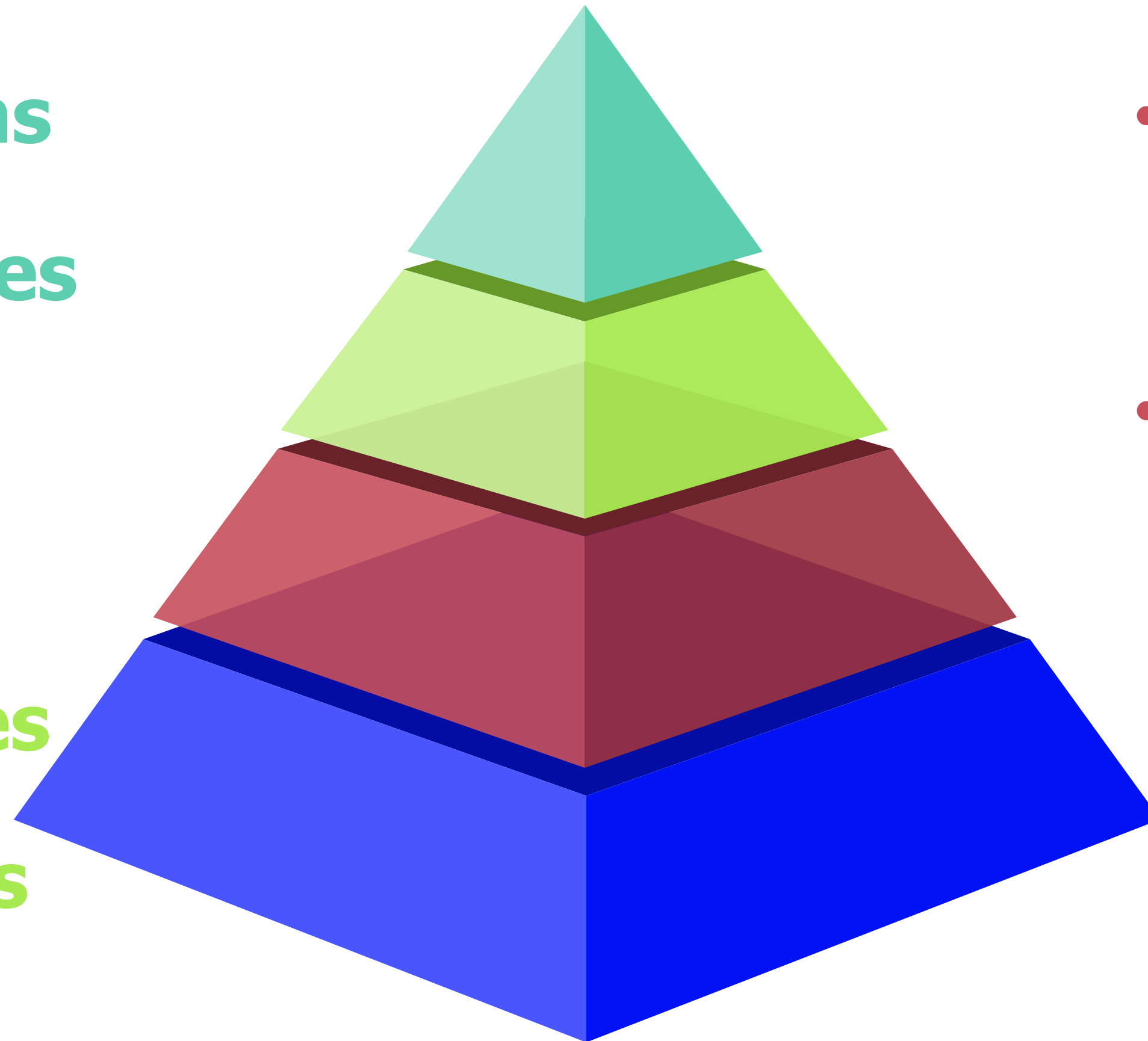




# STRATEGIC ASSESSMENT PROCESS

- **Employee Action Plans**
- **Company Top Priorities**

- **Short-Term Objectives**
- **Long-Term Objectives**



- **Strengths, Weaknesses, Opportunities & Threats**
- **Team Meeting & Priority Planning Workshop**
- **Strategic Assessment Report**
- **Strategic Assessment**

# STRATEGIC PLANNING PROCESS

01

## One-on-One Interviews

- A Representative Number of Management and Staff
- B Generates Buy-In and Commitment

02

## Strategic Assessment Report

- A Findings and Recommendations
- B "Best Business Practices"

03

## Team Meeting & Strategic Planning Workshop

- A Management and Staff Attendees
- B Review Findings & Recommendations
- C SWOT Brainstorming Session
- D Establish Long-Term & Short-Term Objectives
- E Create Annual Strategic Goals

04

## Implementation

- A Management and Staff Employees
- A Employee Objectives Supporting Goals
- A Company Strategic Goals = "What"
- A Employee Action Plans = "How"
- A Generates Buy-In and Commitment

# WHY CLIENTS USE CONSULTING COLLABORATIVE





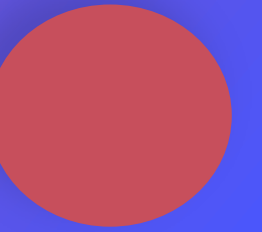
**Increase revenues, profits or both.**

**Develop a fully effective and strong  
Strategic Business Plan to ensure  
future growth.**

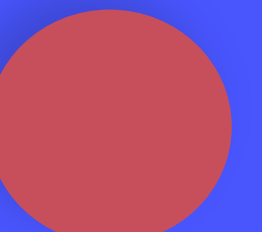
**Maximize the potential for significant  
growth by developing the optimum  
strategic initiatives and implementing  
“Best Business Practices”**



**Deploy uniformity and consistency throughout multiple locations.**



**Maximize their employee resources in all phases of the economy.**

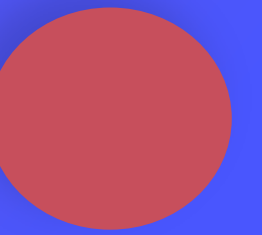


**Implement a more effective management system and/or strategic planning process.**

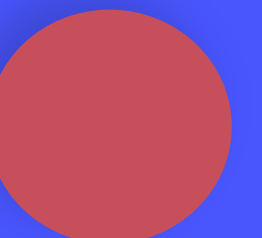




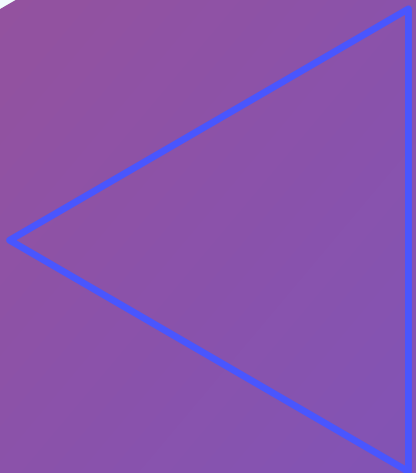
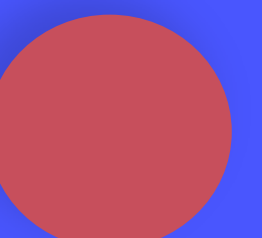
**Identify and utilize “Best Business Practices” that have been proven successful elsewhere.**

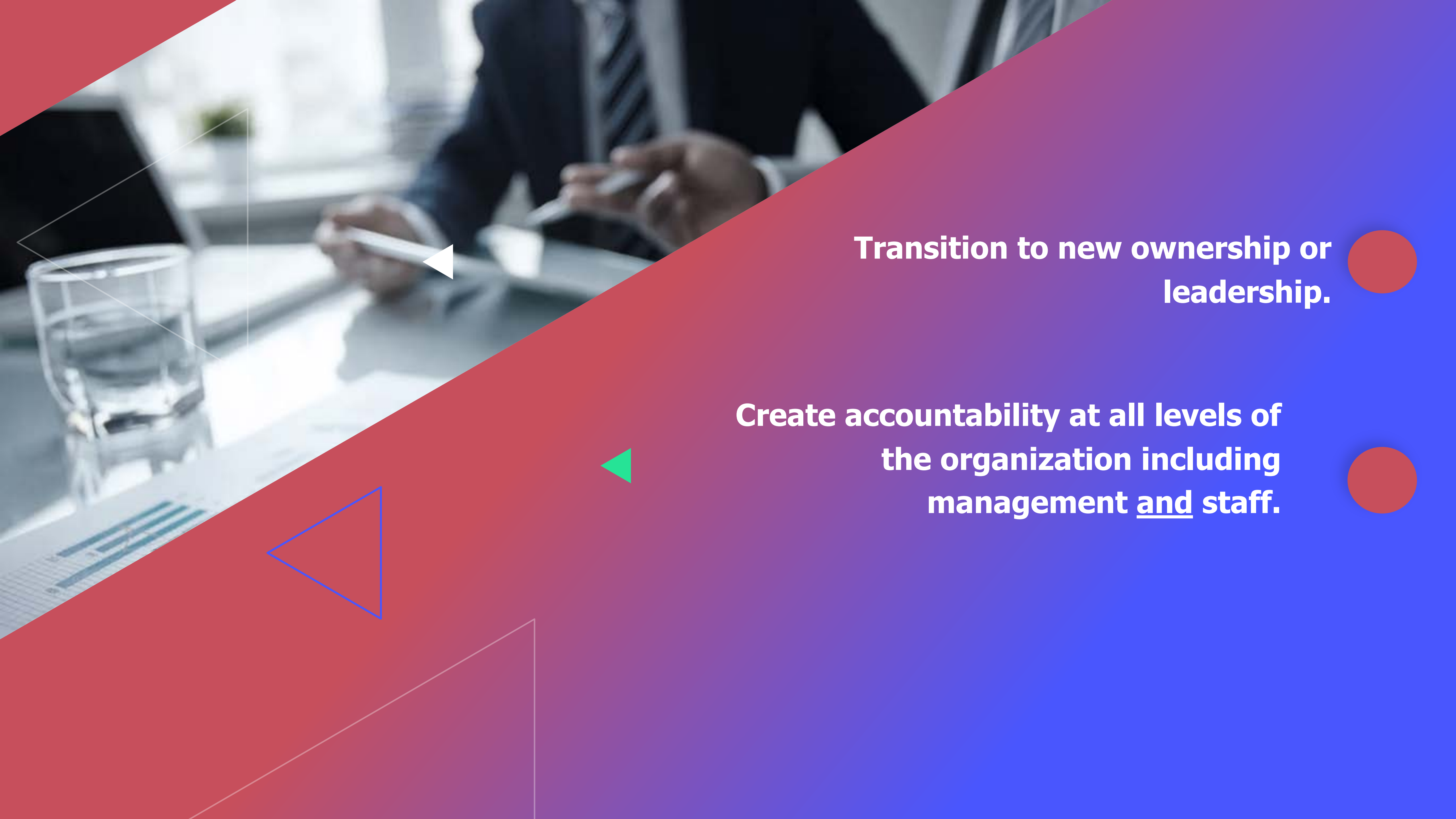


**Create order from chaos during periods of rapid growth.**



**Ensure the right people are on the team to support future growth.**

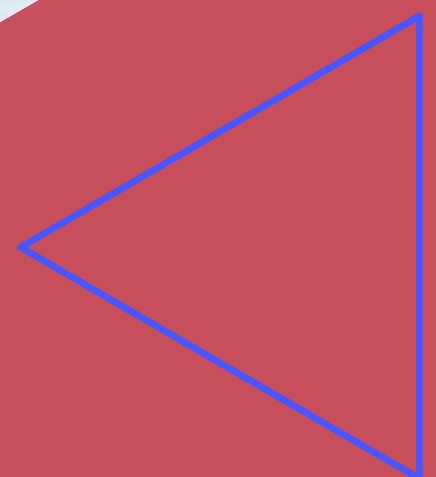


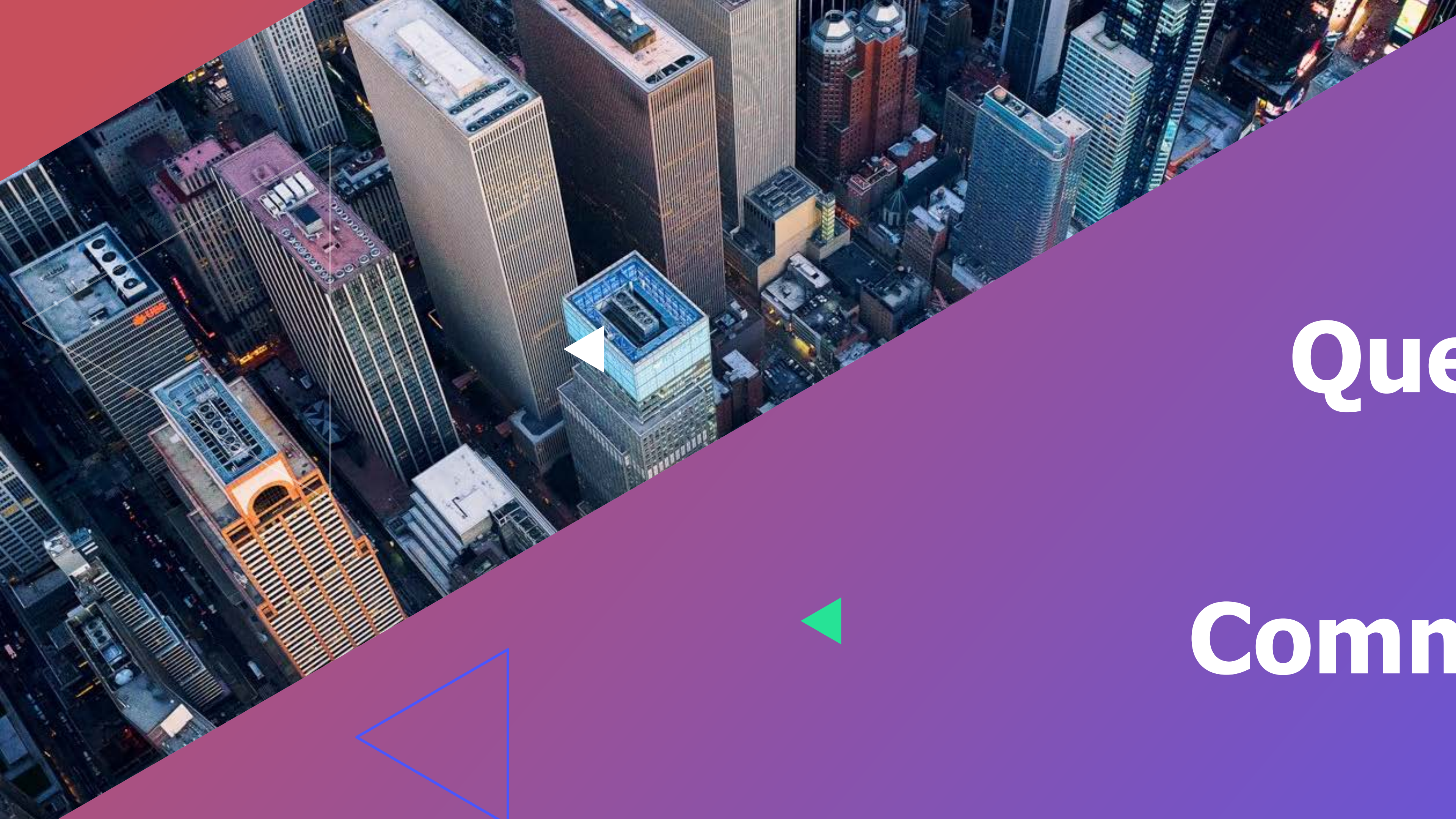


**Transition to new ownership or leadership.**



**Create accountability at all levels of the organization including management and staff.**





Questions **1**

Comments **2**

Discussion **3**





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