

SOLVING YOUR COMPLEX  
BUSINESS PROBLEMS

## CONSULTING EXPERTISE

### ANALYSIS & DESIGN

**Gordian Transformation Partners' approach is always determined with you, our client.** Through exploratory discussions with you, the Gordian's Client Executive gains an understanding of issues facing your business and identifies the needed Gordian capabilities, relative to resolving your issues. At this point, Gordian opens the discussion to include other key members of your management team. The Gordian's Client Executive then works to develop an approach that best suits your organization, after which the first phase is Analysis & Design.

#### Analysis & Design

Gordian's consultants spend 2-6 calendar weeks (usually 2-3) on site analyzing your various operations to conduct "root-cause" analysis which will identify true business critical issues, and developing an integrated approach for resolving these complex issues with the management team to gain a more in-depth understanding of the business problems. Gordian works closely with a team of client representatives, including participants from executive leadership, operations, IT, and key support functions. The joint team then embarks on a series of focused facilitated activities designed to surface and evaluate opportunities based on the needs and direction of the organization. **This approach based on client participation promotes consensus building and buy-in, which is a necessary ingredient for subsequent rapid implementation.** In addition, Gordian's consultants transfer knowledge and understanding of both the content and process by which the analysis findings have been developed.

Our analysis includes a detailed understanding of your business strategy, business processes, management systems/metrics, executive & employee skills, and technology support. By observing operations real time and reviewing trends, Gordian is able to pinpoint potential bottom-line improvements. Gordian then works with your management team to develop a shared understand-

ing of the desired outcomes. **By collaborating together, a comprehensive solution roadmap is developed to dramatically improve short term business performance and set the stage for the ongoing continuous improvements.**

Upon completion of the analysis, Gordian Transformation Partners will outline project deliverables, establish a preliminary project schedule, summarize the benefits. Gordian will enable you to answer to key questions:

**Operationally: Does the Gordian approach make sense?**

**Financially: Are the benefits worth the investment?**

Upon agreement, Gordian Transformation Partners begins the implementation phase immediately, enabling you to achieve the projected return on investment that much sooner.

Assessment Phase			Analysis / Business Case Phase		Roadmap/ Planning Phase
Analysis Mobilization	Data Gathering	Assessment	Opportunity Analysis	Financial Analysis & Business Case	Implementation Planning
<ul style="list-style-type: none"> <li>Scoping analysis with key managers</li> <li>Review Analysis Process</li> <li>Decide on schedule / plan</li> <li>Agreement on data sources &amp; access</li> <li>Plan Kick-off meeting(s)</li> <li>Tentative Interview Schedule</li> </ul>	<ul style="list-style-type: none"> <li>Budget Review</li> <li>Best practices and experience influence</li> <li>Review of previous / current cost reduction initiatives</li> <li>Align / map proposed scope with assessment elements</li> <li>Identify potential quick hits</li> <li>Determine potential range of savings per element</li> </ul>	<ul style="list-style-type: none"> <li>Stakeholder interviews               <ul style="list-style-type: none"> <li>Executives</li> <li>Dept. heads</li> <li>Others as identified by mgmt</li> </ul> </li> <li>Site visits</li> <li>Prioritize elements for study</li> <li>Assign resources to elements</li> <li>Review vendor contracts if applicable</li> <li>Review existing user survey or feedback data</li> </ul>	<ul style="list-style-type: none"> <li>Analyze Opportunities by size, importance, immediacy</li> <li>ID Existing costs /waste</li> <li>ID Options for action</li> <li>ID Implications for change</li> <li>ID Potential savings</li> <li>ID Other benefits</li> <li>ID Key implementation Actions</li> <li>ID Estimated implementation costs</li> <li><b>Facts &amp; Findings Review</b></li> </ul>	<ul style="list-style-type: none"> <li>Plot opportunities on ROI matrix</li> <li>Classify opportunities as:               <ul style="list-style-type: none"> <li>Non-Disruptive/ Disruptive</li> <li>Investment dependent / Non-investment dependent</li> </ul> </li> <li>Plot on Disruption - Investment Matrix</li> <li>Define overall ROI</li> <li>Recommend appropriate combination of opportunities</li> </ul>	<ul style="list-style-type: none"> <li><b>"Road Map" Workshop</b></li> <li>Select Opportunities for implementation based on ROI</li> <li>Check for unintended consequences</li> <li>Determine staging and sequencing</li> <li>Consider resource /investment availability</li> <li>Identify technology solutions / vendors</li> <li>Final review of ROI impact</li> <li>Finalize timeline and roadmap</li> <li><b>Final deliverables</b></li> <li><b>Final presentation</b></li> </ul>

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**STRATEGY, TRANSFORMATIONS &  
PERFORMANCE TURNAROUNDS**

**ABOUT GORDIAN TRANSFORMATION PARTNERS**

Gordian Transformation Partners is a boutique management consulting firm that integrates traditional management consulting disciplines with high-impact leadership practices and breakthrough thinking tools for mid-market clients. The result is a powerful consulting process that enables CXO's to solve their toughest business challenges with speed, efficiency, and economy.

Gordian Transformation Partners is headquartered in Atlanta, GA. We draw on the knowledge and experience of our consultants, whose skills span the initial generation of ideas and insights all the way through to detailed implementation. Gordian's consultants have lead transformation and turnaround initiatives for over 500 Global 1000 and mid-market companies in Australia, Belgium, Canada, Cyprus, Denmark, Finland, Hong Kong, Indonesia, Italy, Jamaica, Malaysia, Mexico, the Netherlands, New

Guinea, New Zealand, Norway, Portugal, Singapore, Spain, South Africa, Sweden, Trinidad, the United Kingdom, and the USA.

Gordian's consulting expertise addresses every area of your enterprise, from developing a transformation strategy to make your organization more customer-focused, to optimizing your supply chain investment, with the tools and expertise to help you reach your objectives.

Gordian draws on the knowledge and expertise of our consultants, whose skills span a wider range of capability than many other major consulting firms. The disciplines of Gordian's consulting specialists are underpinned by deep change management experience - managing risk, mobilizing staff and integrating initiatives to deliver sustainable change quickly.

Gordian Transformation Partners assists clients on a wide array of issues and problems, regardless of industry vertical. Gordian's

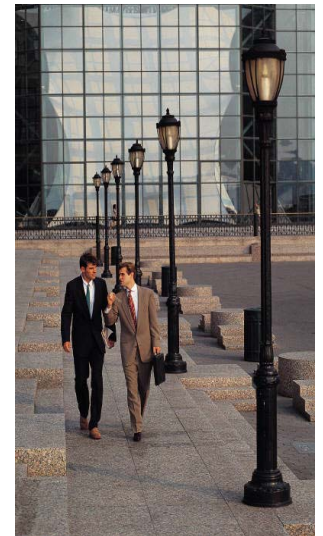
consultants' capabilities have been developed through years of experience creating solutions for the most complex, fundamental problems facing companies today.

Gordian Transformation Partners is focused on what is most important to senior executives and their organization:

- Enterprise Transformation
- Customer Driven Transformation
- Strategy
- Change Management
- Business Process Management
- Performance Turnaround
- Behavioral Development

Gordian Transformation Partners:

- *Help organizations produce extraordinary business results, while connecting and enriching the lives Gordian Transformation Partners touch.*
- *Works in a dynamic team environment, where you and your management team share substantially in the economic value that you help create.*
- *Trains and develops you and your management team, to realize your fullest potential.*
- *Transforms your organization to a collaborative, high-energy, and fulfilling work environment.*



***Jointly determine the best approach for implementing sustainable improvements.***

**Contact Gordian at:  
sales@gtpsolutions.com**