

SOLVING YOUR COMPLEX
BUSINESS PROBLEMS

CONSULTING EXPERTISE

GORDIAN SOLUTION FRAMEWORK

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

Interest in developing a competitive advantage by changing the culture and business processes of an entire company remains high among many senior executives. Top managers are searching for a magic methodology that will help them create an enterprise with a sustained competitive advantage.

Many companies fail to reach their transformation goals. While the fault in these failures may be attributed to a wide variety of causes, the methodologies used in these companies can be a primary source of problems. There are three key elements to a successful enterprise transformation approach.

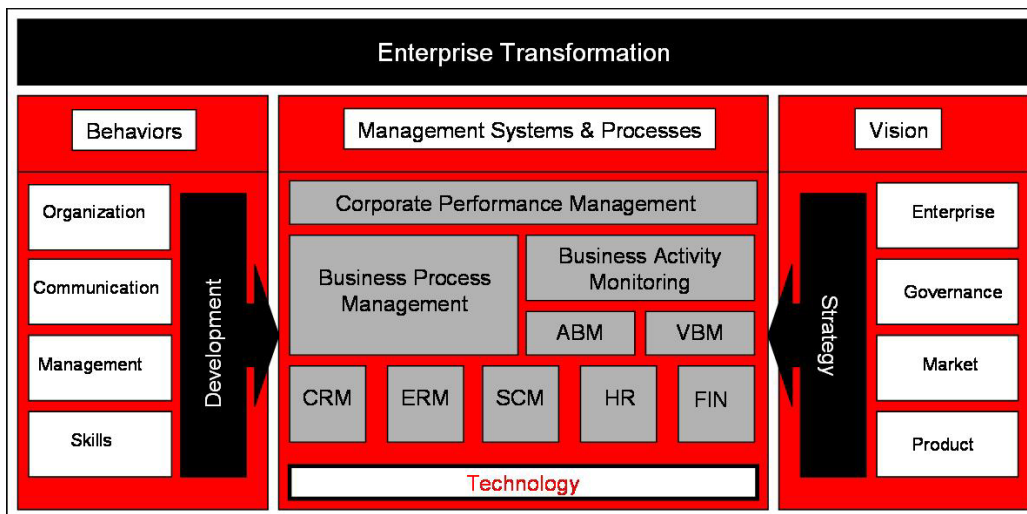
- Vision
- Management Systems & Processes
- Behaviors

Recently, many businesses have focused on technology solutions to improve business performance, and failed to channel an appropriate amount of energy into behavioural and business process changes.

Without focusing on behaviors within the organization, results are often short-lived, if ever achieved. While this may appear to be straight forward, it is the single biggest reason an enterprise transformation program fails.

Senior management is not aligned in their priorities, and therefore is deprived of the capability to ensure managers and all employees have the necessary tools, training, and understanding to behaviorally embed the new processes. This is particularly disappointing in organizations that historically take the position that "our people are our greatest resource." They have, remarkably, failed to leverage the largest asset base available to any organizational transformation effort.

The overall goal of Gordian's approach is to get the organization to **"manage the business" differently**. While an Enterprise Transformation may be the "largest investment any organization can make," the results can be staggering. An organization can typically expect to see 4% - 7% of its revenue driven to the bottom-line within the first year post-implementation. For example, a company with revenue of \$350 million should anticipate results ranging from \$14 million to \$25 million, a "great" return on investment in anyone's books. Just by more effectively managing and utilizing the information, tools, processes, and technology available, these *significant "bottom-line" improvements should be seen repeatedly year after year.*



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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.

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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.*



Gordian consultants assist your executive team to build consensus and buy-in for your strategic vision

**Contact Gordian at:
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