

# RESILIENT - MANAGEMENT CONSULTING SERVICES

*Making Your Vision Reality!*

**ResiliEnt is your Management Consulting Services Partner- Your Success is Our Mission!** Our consultants come to the table with a “best practices” view of business operations and execution - insight and understanding of business issues and industry dynamics that we utilize to assist in moving your company forward. We believe that the key to a successful business is to better understand current market conditions and adapt and build the strategies and solutions that support future growth and sustainability of your business. ***This is a continual process.*** Each business is dynamic and requires more than a cut, copy and paste process to succeed. Whether it is strategic planning and development, organizational and fiscal strategies to support business growth and expansion, or alignment of executive management vision and goals, ResiliEnt Solutions will work with you to develop ***business solutions driven by your business revenue. ~ ResiliEnt "Best in Class"***

## Strategic and Business Planning

- Corporate Assessment and Strategic Alignment
- Strategic Plan Facilitation and Development
- Enterprise Risk, Governance and Compliance Strategies
- Growth and Expansion Solutions
- Communication Strategies
- Executive and Team Building (on site and off site)

We work with you to prioritize, design and execute the strategies needed to meet your goals, both at the C-level and for each business or operational area. Which lines of business and operations are vulnerable and which are poised to support future growth? Do you have the proper governance and risk management policies in place to accommodate current operations and future growth? Is your business able to continue if there is a change in human capital? Does your system and technology infrastructure support growth and sustainability? Our team will collaborate with you to identify real, actionable solutions that work in tandem with your organization and align your organization towards execution.

## Operations Assessment and Efficiency Strategies

- Business Process Management (BPM)
  - Policies and Procedures Development and Documentation
  - Assessment of Current Operations Structure and Process Automation
- Corporate Governance and Risk Management
  - Cross Functional Risk Management Policy Development and Procedures
  - Regulatory Compliance Process Development and Implementation
- Resource Evaluation and Re-Alignment
- Outsourcing Strategies

## Financial and Cash Management Strategies

- Investment Strategy and Asset Allocation Review
- Debt Restructuring
- Return on Investment (ROI) and Total Cost of Ownership (TCO) Analysis
- Sales Organization Structure and Revenue Analysis

ResiliEnt consultants work with our clients to identify the connection between the current process and procedures that drive strategy and cross-functional operations. The on- going assessment of fundamental operations, oversight and financial strategies for efficiencies and how they are integrated is a key differentiator in companies that succeed in the execution of long-term strategies and improved operations and performance. Equally essential to strategy and execution is the development of operational, governance and financial strategies to manage risk effectively. This may be an enterprise wide initiative or the need to assess and document specific risks in operations and regulatory compliance.

## Merger/Acquisition Strategies

- Pre-Merger/Acquisition Due Diligence and Operations Assessments
- Post-Merger/Acquisition Operations and Process Efficiencies and Review

A merger, acquisition or divestiture can be an effective way to meet strategic growth, sales, and expansion goals if this activity aligns with overall corporate strategy. At any point in the M&A lifecycle, ResiliEnt works with our clients to provide pre-merger services including strategy development, validation of current opportunities, and strategic due diligence- financial, operations, communications strategies, risk management and business continuity, sales/marketing, procurement, human resources, and IT. Post-merger integration and process reviews take look at organizational and operational structure and efficiencies, detailed communication and culture and change management strategies, development of a detailed transition plan, and re-alignment of operations and business process management, risk management and business continuity plans, sales/marketing, procurement, human resources, and IT.

## Change Management Strategies

Is your operating structure positioned to support your strategic initiatives? Have operations processes and procedures been assessed for efficiency in the current marketplace? Are you looking to capture revenue and reduce costs through system automation? Is there an acquisition opportunity on the horizon? Change management, transformational change or merger transition - ResiliEnt Business Solutions can provide the services you need to assess where the challenges exist in the organization and the strategies needed to implement effective change. ResiliEnt consultants work with our clients to manage change, train and mentor new processes and procedures and provide the necessary communication strategies so that everyone feels comfortable moving forward.

## Procurement Strategies

- Vendor Management and Selection
- Contract Negotiations
- Incoming/Outgoing RFP Strategy, Design and Delivery

Have you clearly identified the key business drivers with the purchasing and/or sourcing contributions? Having a strong procurement strategy aligns purchasing decisions with corporate strategy, increases bargaining power with suppliers, and can have a positive impact on the total cost of ownership (TCO). ResiliEnt Solutions will work with you to assess your current procurement processes and procedures at the organizational, category and supplier /vendor levels to increase bargaining power, and align purchasing decisions with corporate strategy. ResiliEnt consultants can also prepare and evaluate incoming and outgoing RFP's and assist in vendor selection.

## Marketing Strategies

- Website Transformation Strategies
  - Design and Usability
  - e-commerce
  - Social Media
- Content and Collateral Development
- Brand Development and Effectiveness
- Sales Force Evaluation
- Managing Community Initiatives

Are you ready to move ahead of the competition? Is it time to update your website design, functionality and content? Is a review of your messaging, sales strategies and collateral needed? Looking to re-brand a product or service? ResiliEnt Solutions can assist you in connecting the dots between your marketing strategy and your business goals and bring the technical solutions to make it happen. A well-developed marketing strategy is an integrated business strategy that incorporates both online and multi-channel capabilities for improved customer experience and community awareness.

## About ResiliEnt Business Solutions

### Making Your Vision Reality!

**ResiliEnt Business Solutions** is a customer centric, quality focused, woman owned consulting firm providing management consulting services, enterprise-wide systems and IT solutions and Resource Management. Providing a 360 view of your business, **ResiliEnt** consultants work with you when strategic restructuring is essential for competitiveness and growth. For more information please contact us directly at the number below or email [infoservices@resilientbiz.com](mailto:infoservices@resilientbiz.com)

