



INNOVATIVE SOLUTIONS

We transform and accelerate your business through accurate advisory, delivering unbiased assessment and allowing your team to achieve your goals.



WE DESIGN AND

Can we help you?



GROWTH SOLUTIONS

Book
(<https://outlook.office365.com/owa>)

Alignment of the three elements of the “golden triangle” of People, Process and Technology, will enable:

- Adding more customers.
- Increasing the size of the average transaction.
- Increasing the frequency in which they buy.

These will happen in a way that is economically advantageous, scalable, and most importantly fast, so the business or underlying fund can maximize their investment thesis.

Although each fund is different we examine the portfolio company attributes to position it to surpass the desired returns.





Right People

DELIVER RESULTS



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In order for processes and technology to work, there have to be people behind them. The right people with the appropriate skills, experience and knowledge to succeed. These include owners and stakeholders of the implementation; those who are affected and can provide support during and after the change. Everyone impacted by the change must be informed.

Sometimes decisions are made by the top level executives or departments without communicating to those other individuals who will be affected by them. Of course, it's important to get senior management buy-in to even start the process. But failing to explain to those who will be using the new process why the change is happening will surely result in confusion, frustration and even resistance to adopting the change.



Proper Process

PROVIDES A PATHWAY

There needs to be processes (actions and steps to achieve the results) in place during and after an implementation or change in order to bring the people together to make it a success. Begin by defining the high-level activities needed, then drill down to the details by analyzing variations, dependencies, exceptions and supporting processes.

Reverting back to the People element, make sure your stakeholders are aware of and understand the processes. They must know what their roles and responsibilities are in the implementation, support and resolution of solutions during and after the change process. If the change is more than routine, it can help to establish a training program for using the new system, tailored to

specific roles of employees, if applicable.



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Technology Empower

BOOST EFFECTIVENESS

The technology aspect of this triangle should be determined after the people and processes portions are solidly in place. Don't make the mistake of buying new software and tools, then trying to retrofit the people and processes around it.

The goal of every initiative should be to define a "to-be" environment by first making the people and processes within the organization more efficient and then giving them the tools and technology to make them more effective.

Remember: Technology alone can't solve problems. But if used correctly, and in combination with clearly articulated objectives, defined processes, and well-informed and trained people, it can provide incredibly valuable visibility into events and activity you want to know about to stay secure.



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/what-to-expect-from-a-security-assessment/)

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