

# ORG -ology

Strategy & Operations

Define, Refine and Deliver on Your Goals And  
Drive Growth





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## **STRATEGY & OPERATIONS: THE CHALLENGE**

Executing complex strategic initiatives successfully is challenging and there is a high percentage of organizations fail to meet their strategic objectives. Change implementation can be time-consuming, distracting, and exhausting. Communication efforts, often well-intended, can cause employees to resist. Through our extensive research and practical experience, Org-ology brings discipline and rigor to strategic initiative execution, minimizing risk.

We use proven frameworks and a disciplined approach to ensure your strategic initiatives are thoroughly planned and effectively executed. Learn more about our consulting services, blended learning solutions, and approach for effectively executing change and building change agility.

In any kind of business, operational issues arise which can render a business less profitable. There are many different categories which make up operational issues, each with their own undesirable results. Broadly speaking, however, they cause large drains on business energy and resources, can affect operational performance, cause problems with the execution of strategy, and stand in the way of a business' growth if they aren't dealt with properly.

### Quick Navigation

- Managing overheads
- Monitoring performance
- Listening to feedback
- Responding to competition
- Regulation and compliance
- Uncertainty
- Cyber risks
- Finding the right staff
- Retaining customers
- Cash flow

**ORG-OLGY STRATEGY AND OPERATIONS PRACTICE** — Org-ology Strategy and Operations practice specializes in providing broad-based organizational consulting services designed to help organizations in their efforts to integrate processes solutions with their business strategy.

Strategy and Operations services are designed to help organizations in their efforts to enhance their performance, productivity, and profitability through their processes and functional areas of expertise. Our Strategy and Operations practitioners have core capabilities in the following areas:

**ORGANIZATIONAL NEEDS ANALYSIS** — Org-ology knows that you have to have the right data to offer the right solution. We gather the data, ask the right questions and most importantly we sift the data. With a deep understanding of organizations and people Org-ology collaborates with you to understand what the data means, presents cost-effective choices, develops, delivers and measures outcomes.

**STRATEGY & ORGANIZATION DEVELOPMENT** — Org-ology uses an action-research and process-consultation approach to assist organizations in the identification and assessment of current processes and procedures. In simple terms this means that we partner with you, use research, data and best practices, and in that collaboration find the best-fit for your organization. We help the organization to diagnose strengths and weaknesses effectively and grasp organizational problems more clearly. We also facilitate the process of diagnosis and promote the development and implementation of a remedy.

**STRATEGIC COMMUNICATION CONSULTING** — Effective communications drive all organizational initiatives and especially change management. Org-ology approaches communications with a focus on achieving and reinforcing business results. We define audiences, methods and content based on strategic organizational goals. Communications are critical to effectively implementing any training and development goals.

Our staff maintain certifications on the following:

- LEAN® certified
- Six Sigma® certified
- PMP® certified
- Business Process Leader® certified
- Production and Inventory Management® certified
- Logistics, Transportation and Distribution® certified
- Supply Chain Professional® certified

## WHY US

Org-ology's organization development programs offer what others don't:

- We've worked across consumer products, finance, government, nonprofit and more: we know you're unique and don't offer cookie-cutter solutions.
- We have global, multi-national and multi-lingual experience. We understand global work and cultural uniqueness
- We know that any solution needs to be pragmatic

Org-ology, through our long-standing relationship with organizations like yours and our substantial public and private sector practice, is uniquely qualified to assist your organization in achieving its goals. Our team of professionals brings well-established, positive relationships, deep technical expertise, and unparalleled public and private sector experience. We are the right choice and distinguish ourselves from the competition in the following ways:

**INNOVATIVE SOLUTIONS** — With over 20 years' experience with similar organizations, the most important client is you. We use our experience to find the best solutions for your organization, with its unique challenges. Using creativity, pragmatism and data we put our deep experience to work for your organization.

**BUILT TO SUCCEED AND SUSTAIN** — We believe in delivering lasting success. Value, cost-savings and ROI all come from successfully implementing the right project in the right way.

True value and cost savings comes from a project that can sustain and continue to succeed after its been launched. Our solutions demonstrate that value.

**DEMONSTRATED TRACK RECORD** — Org-ology has deep and broad experience in the public and private sector. Key to our retention has been a record of strong client service and consultative services. We have provided innovative and strategic solutions that have resulted in significant savings for our clients and their employees and participants. To illustrate this point our leadership has served the State and Federal agencies for more than 20 years. Our public and private sector client list illustrates our knowledge and understanding of industry-specific processes, challenges, and solutions.

**QUALITY PRODUCT DEVELOPMENT AND DELIVERY** — You will receive very high quality work from committed professionals while consistently meeting your deadlines.

You will always receive a consistently high level of service throughout the contract period from an organization that is committed to your success. This commitment to service excellence has been a key driver of our strong client growth and our continuous relationships with our clients. This growth has allowed us to invest in research, development, education and training, and to recruit some of the best and brightest professionals in the industry to meet your needs.

**VAST RESOURCES** — Org-ology and our partner firms are comprised of several complementary practices that include Organization Design/Re-organization, Employee and Organization Performance Management, Change Management Consulting, Human Capital

Development, Employee Training, leadership coaching and Engagement, Management Consulting. Over the course of our relationship, issues may arise which are outside the confines of the coaching support services. We are able to assist you in addressing these topics through a broad network of local and national client service professionals.

**HIGH VALUE** — Org-ology is committed to offering you value in consulting services. We look forward to bringing innovative solutions as you seek to provide cost-effective and quality services to your constituents.

If you have any questions regarding this proposal, please contact Dr. Brent Oberholtzer at (301) 789-9795 [brentoberholtzer@org-ology.com](mailto:brentoberholtzer@org-ology.com) or Heidi Feickert at (240) 620-3655 [heidifeickert@org-ology.com](mailto:heidifeickert@org-ology.com).

Sincerely,  
Org-ology

# ORG-LOGY PAST PERFORMANCE

The key to exemplary professional services are diverse, talented, experienced, and dedicated professionals. Led by our principals, the multidisciplinary team of professionals selected to serve you brings a combination of high-level client service, public and private sector industry knowledge, consulting experience, and business acumen that you will not find from another service provider. Collectively, they possess the breadth of skills needed for your organizations current and future needs.

Various past performance and case studies are available upon request

## SOME OF OUR PREVIOUS CLIENTS

