

IntelliVen Overview

Who we are:

**Operating executives who provide practical support to leaders and their teams to:
GET CLEAR, ALIGN, GROW.**

Using a proprietary approach that helps leaders take their organizations to the next level of operational excellence.

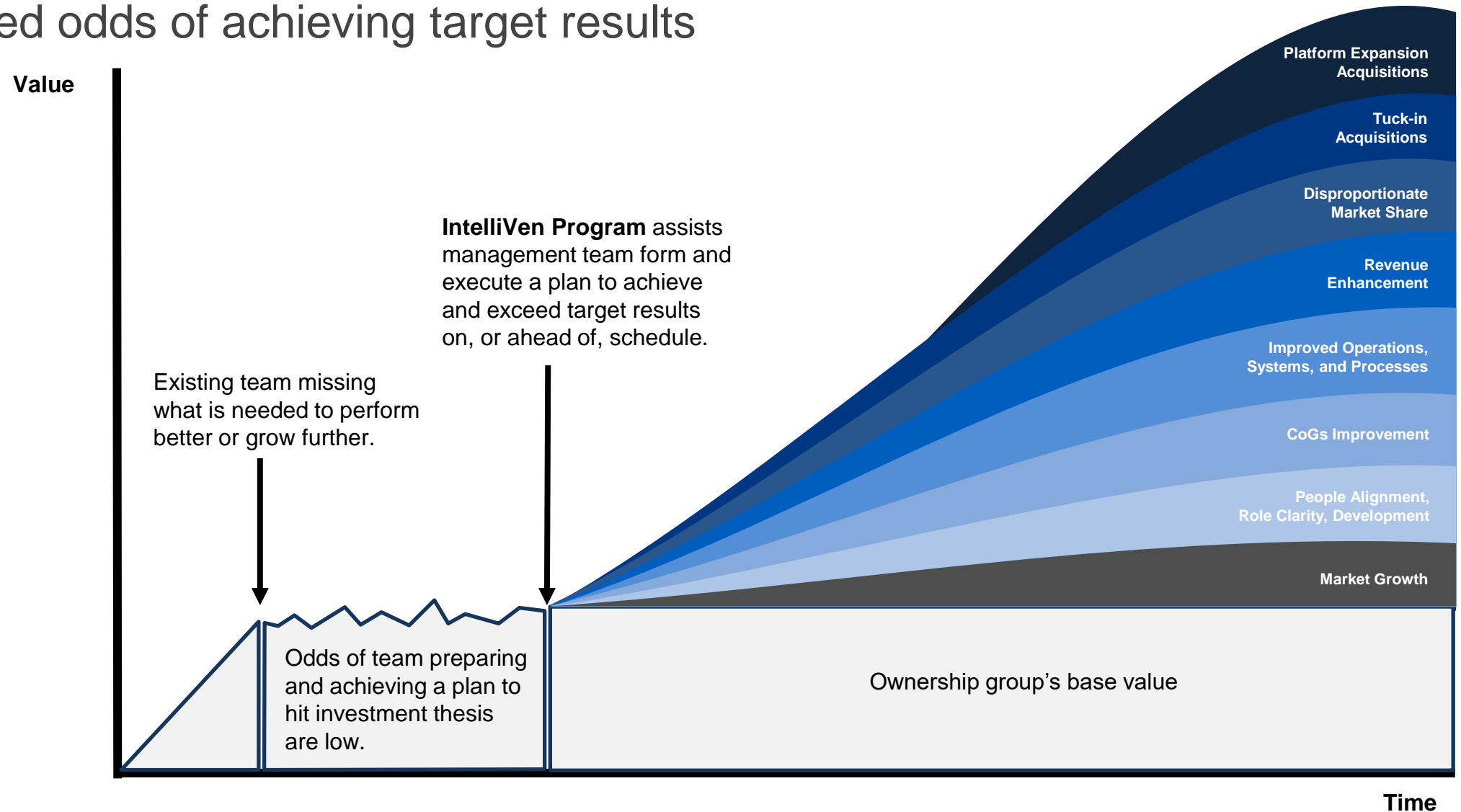
Based on lessons learned successfully leading over a dozen management teams through inflection points.

Provide tools, methods, and principles ... not answers or judgments ... for leaders to use as they see fit.

Cultivate independent competence.

Results

- Lower operating risk
- Increased odds of achieving target results



IntelliVen senior operating partners provide

- **WHAT:** Practical operations support to prepare and execute a plan drawing on Manage to Lead* best practice tools, methods, and principles.
- **WHO:** For teams leading organizations, units, or functions with the chance for outsized performance and growth in high-stakes markets.
- **WHY:** To lower operating risk and increase odds of achieving, and usually exceeding, target results, often in record time.

*See: [IntelliVen Manage to Lead: Seven Truths to Help You Change the World](#)

By: Peter F. DiGiammarino

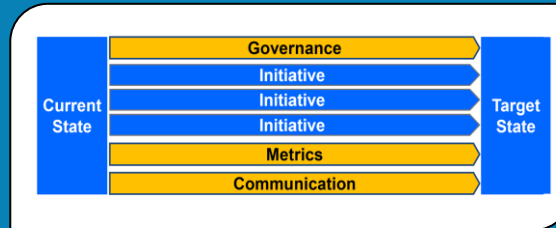
Approach Summary

GET CLEAR



- Mandate
- Values and Purpose
- Competitive Differentiation
- Inflection Points
- Financial Model
- Change Framework

ALIGN TO A PLAN



- Value Creation Drivers
- Imperatives
- Prioritization
- Resource Assignments
- Timeline

EXECUTE TO GROW



- Operations Support
- Governance
- Communications
- Metrics
- Incentives

Case Examples

Reid Jackson CEO, [Compusearch](#)



- Management aligned on optimizing for client value delivery over functional excellence.
- Revenue growth from \$15M to \$100M with EBITDA >35%.
- Team achieved target returns in three sequential hold periods.

Eric Palmer COO/CFO, [GemCom](#)



- Turned boutique software vendor into full-service solution provider.
- Revenue growth from \$60M to \$110M with >40% EBITDA.
- Achieved five-year plan in two years with successful exit in 2.5 years.

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