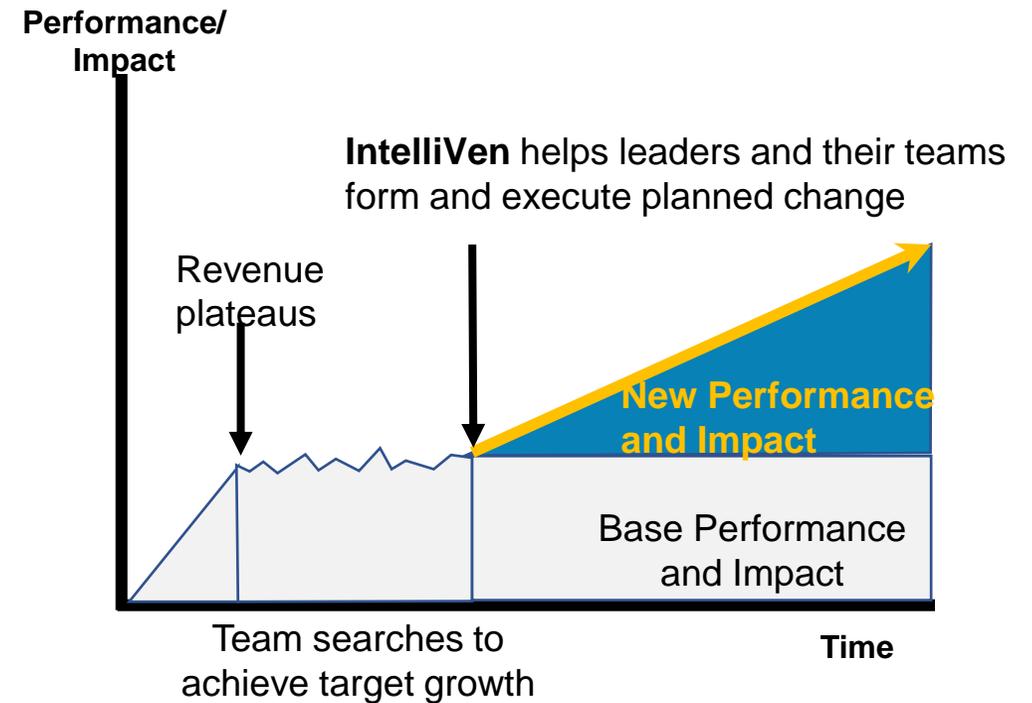


IntelliVen Overview

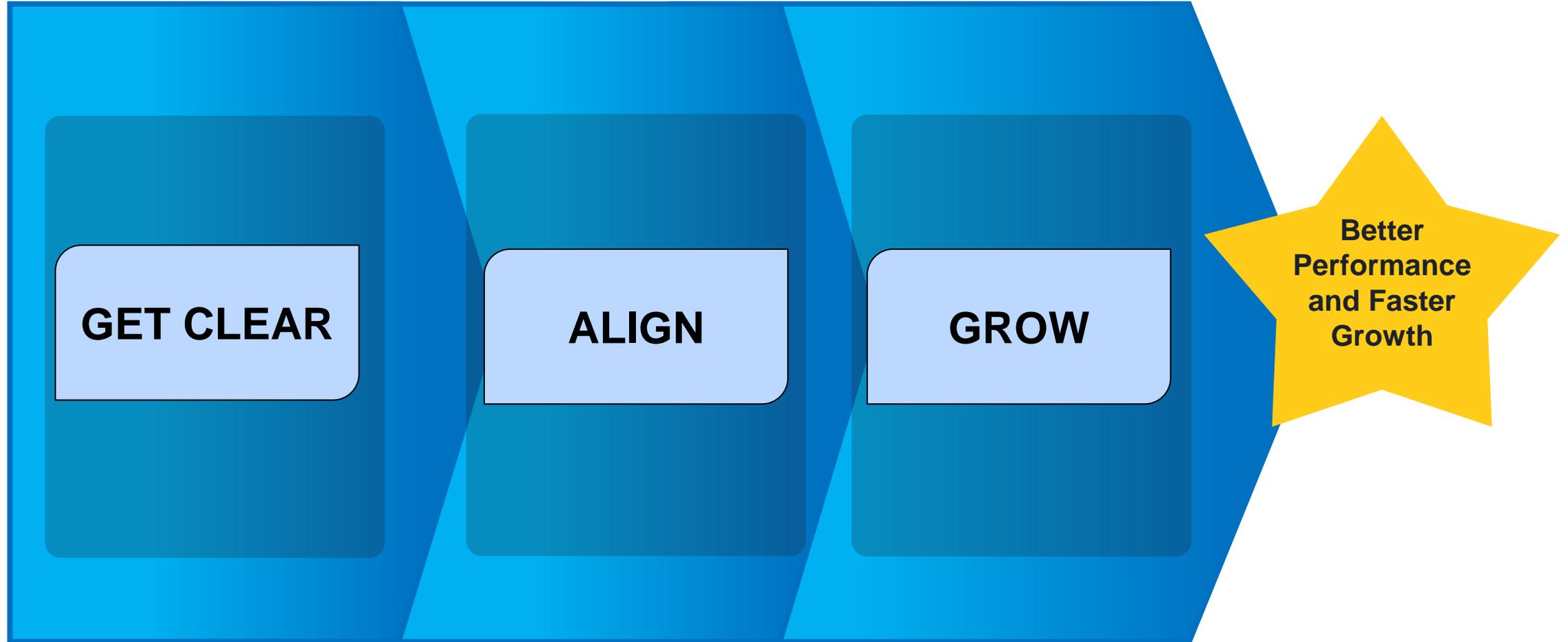
Operating executives provide practical support to leaders and their teams to **GET CLEAR. ALIGN. GROW.**

- Using a proprietary approach that helps leaders take their organizations to the next level
- Based on lessons learned successfully leading dozens of management teams through inflection points
- Providing tools, methods, and principles ... not answers or judgments ... for leaders to use as they see fit
- Cultivating independent competence



[IntelliVen Manage to Lead: Seven Truths to Help You Change the World](#)
Peter F. DiGiammarino

MtL SUPPORTS A THREE-PHASED APPROACH



Example cases of where IntelliVen has helped leadership teams through inflections:

- **American Management System** – Grew from 150 to 10,000 people and \$1B. (1989 – 1996)
- **Hawaiian Airlines** – New CEO and top team of six coming out of bankruptcy with an uncertain future. HA went on to become the U.S. industry's leading airline for operational performance, delivering the highest levels of customer service, and one of the most financially successful U.S. carriers. (2010)
- [Compusearch](#) – PE-owned software firm top team of 15; adding new offerings and entering new markets; grew from \$15 to 120M; EBITDA > 35%. (2005-present)
- [Gemcom](#) – PE-owned software firm serving precious metal mining companies; CEO and top team of 19 from around the world, adding a new services offering; grew revenue by ~100% and EBITDA >40%. Achieved 5-year plan in two years and sold for a high premium. (2010 – 2013)
- **Softonic** – Largest international software purchasing platform; based in Spain; new CEO and top team of 6; led transition to new sales model; found IntelliVen by searching the web **for best strategy offsite program**. (2016)
- **Volpe Transportation Center** – Helped leaders of a team of scientists lay the groundwork for working collaboratively across divisions to pursue initiatives for new offerings beyond the scope of individual units. (2021)
- **RescueSF** – Used with 50 leaders of key stakeholder groups (healthcare, city officials, real estate development, religious groups, etc.) to align on initiatives they could do collectively that were not possible to do on their own. Massive impact on helping the unhoused. (2021)

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