

Solution Presence & Positioning

Change increases need to evolve business and adopt new solutions. The challenge is in prioritizing needs, defining requirements and measuring how new capabilities impact operational performance. Solution provider ability to “show-up” effectively to perspective buyers varies considerably. Businesses need to understand how solution capabilities enhance business practices and impact the bottom-line. Knowing how a particular solution fits into the “big picture” creates opportunity to become a “*solution of choice*”. We help solution provider’s position offerings and provide businesses with insight needed to rationalize choice.

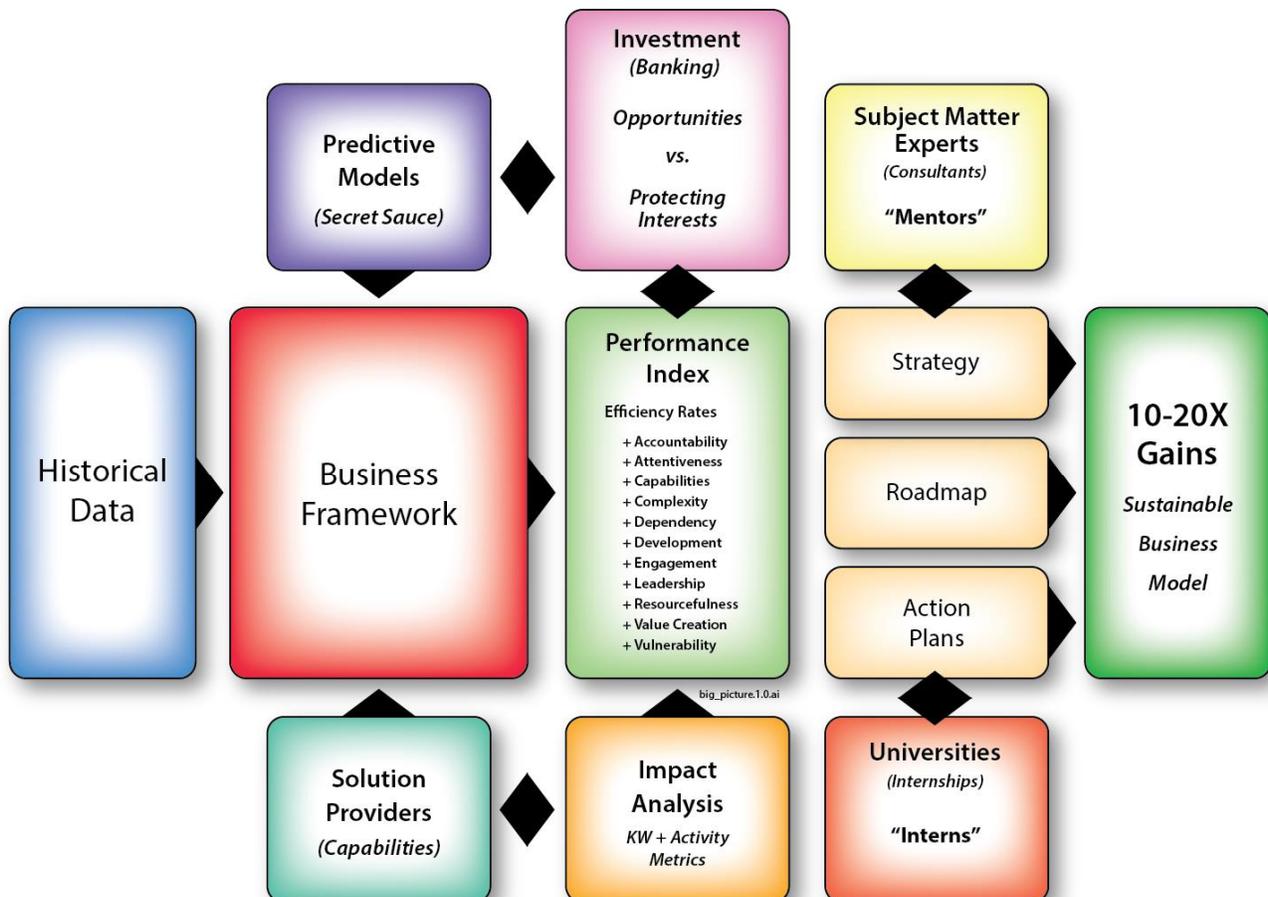
Opportunity

Solution capabilities impact the way we live and work. The difficulty is in “knowing” how specific capabilities impact abilities and determining how a particular solution fits into the big picture. Businesses evolve one step at a time by transitioning practices and capabilities to meet changing demands. Knowing where to focus efforts and resources makes a big difference in terms of cost and returns. The objective is to achieve the best outcomes. This is possible when you know where to start, what to do next and how to line up successive efforts to create the best results. There is a natural order and logic to managing change, but the path each business takes varies considerably. We help organizations focus on doing the right things, solving the right problems and finding the best solutions.

Value Proposition

We provide every business with its own unique framework with predictive models used to assess costs, productivity and ability to meet needs – better, cheaper, faster. Our objective is to identify the root cause of problems and counterproductive practices to define the best course of action. There are many choices businesses can make, to create the best outcomes it is vital to understand the big picture to determine how effort and prioritizes shape results. Our business framework combined with predictive models creates opportunity to analyze outcomes prior to any engagements. Decision making is enhanced by knowing how specific capabilities impact knowledge worker performance. The point is to anticipate results and to know how change impacts costs and cycle time savings.

The “Big Picture”



We have a long history of tracking implications of advancing technologies and effects of best practices. If you have a unique solution capability or application, we want to know about you. We help solution providers reduce sales cycle times and improve positioning to meet the needs of businesses (large and small). To increase sales and quantify how your capabilities impact performance of “any” business, please contact Charlie Caldwell 603-498-4171 or chas@glbvst.com, or check us out at www.glbvst.com.