

STRATEGY DEVELOPMENT

**EXPERIENCE,
UNDERSTANDING
& OBJECTIVITY**

Dedicated to Improving Your Bottom Line
LEE JAMES & ASSOCIATES



SUMMARY

With competition being greater than ever, strategy development is more important and crucial to future success. How does a firm differentiate to assure a competitive advantage that result in sustainable success? Obtaining independent and objective advice can add significant value and further enable the development of strategy that more thoroughly considers relevant forces. Examples include external impacts and internal factors such as present and past cultural issues.

How this is accomplished is as important as what is recommended. Relevant experience and the ability to explain benefits and value make it easier to overcome obstacles in developing and implementing strategy. The most successful strategy fits with your culture, employees, clients and business objectives.

PROFESSIONAL SERVICES

Example professional services include:

- *Serving as Board Member*
- *Planning process*
- *Business approach*
- *Organization structure*
- *Ownership and leadership transition*
- *Implementation plans*
- *Processes and systems*
- *Use of Information Technology*
- *Project financial management*
- *Pricing and communicating*
- *Change management*
- *Billing and collecting*
- *Financial reporting*
- *Differentiation*
- *Training*

BENEFITS

- *Depth of experience and expertise*
- *Objectivity and independence*
- *Balancing business and practice issues*
- *Industry focus and specialization*
- *Combined focus on company, clients and employees*
- *Understanding organizational processes and systems*
- *Assuring strategic focus is maintained with future tactics considered.*
- *Commitment of maintaining strategic focus and research of latest strategies.*

CONSULTANT

Lee James is a CPA, CMC and CBI who has worked with engineers, architects and contractors for the last 25+ years. Lee serves as a Board of Director member for several companies and volunteer organizations. He is continually working with leaders and managers in addressing strategy and tactics needed to successfully implement.

Lee is active in several professional societies including the Institute of Management Consultants which provides professional designation of Certified Management Consultant "CMC". This certifies years of qualifying experience, ethics compliance, completion of required education and continuing annual education assuring compliance with ever changing rules and approaches.

Previously, Lee was Vice President for a privately owned international engineering consulting firm and worked daily in planning and managing strategic and tactical daily business aspects. Lee also worked with Ernst & Young as a Senior Manager and as the Chief Financial Officer for a computer software engineering firm.