

How We Can Help

- Build your capability to deliver sustainable growth
- Reduce spend to grow margins this financial year – we typically reduce purchasing spend by 15% + per annum
- Rapidly diagnose and mobilise to address issues and opportunities
- Identify, implement and operate strategic alliances and partnerships
- Craft and implement the right outsourcing/insourcing solutions
- Reengineer processes to realise Green/Sustainability opportunities
- Operate IT Support and Purchasing on an interim managed service basis
- Provide Green IT enabling products

About Pathfinders

- Founded in 2002, Pathfinders has delivered recognised value to clients in industries as diverse as Oil & Gas, Lifesciences, Financial Services, Chemicals, Telecoms, Household Products, Textiles and Public Sector
- In 2009, SVT Australia won a WA Rising Stars Award for achieving sustainable growth with our support
- Networked consulting model, deploying highly experienced advisers and practitioners (including interim senior managers) using a consistent toolkit of methodologies, approaches and processes
- Close working with partner firms to deliver highly tailored solutions

Growth provides firms with unique challenges: for example, shortage of resource, risk of over-expansion and poorly controlled cost base.

Get it right and your business will be positively transformed: get it wrong and opportunities will be missed, and at worst, the business can fail.

As we emerge from recession, the renewed opportunities to grow our businesses have created a set of options and challenges.

The Right Competitive Model – focusing on the right things will help you to maximise the current opportunities whilst building a solid foundation to build market position. This relies on choosing and proactively managing your competitive model, whether it be Product Leadership, Operational Excellence or Customer Intimacy. We work with boards and leadership teams to choose, define and roll-out your competitive model.

The Right Operating Model – as each competitive model is associated with a very different operating model, aligning your operating model with your competitive model is crucially important. Pathfinders are experts in operating model design and development.

Use Someone Else's Resources – to hedge against a double dip, rather than taking on additional staff too early, it is possible to grow whilst recruiting behind the curve. Outsourcing of non-core activities, and expert use of alliances and partnerships, makes your firm more agile, adding variable not fixed costs.

Protect The Margin – in a growth environment it is easy to focus on revenue and overlook margin. Yet when the economic cycle turns and sales dip, CEO's will look to reduce cost. Optimising sourcing and operational performance now provides a base to continue growth when the market falls off its peak.

Build Leadership Capability – leaders may not have the skills to manage a rapidly changing organisation. Our executive coaching, "buddy" and training services help arm them with the right skills.

Manage the Change – growth = change, yet few organisations are good at managing change. Our strategic change heritage means we can help clients achieve change and develop inhouse expertise to manage ongoing change.

To Contact Us for an initial discussion :-

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