



Tom Patterson
Director of Software Development
Litton Computer Services

You Transformed Us from the Verge of Shutting Down to Finally Seeing Real Growth

- ✓ Highest growth ever
- ✓ Better coordination of departments
- ✓ Solved people issues

We are much better off because of your having worked with us (the directors). We're now positioned for high growth.

FORCED US TO STAY FOCUSED

In the few months we (the directors) worked with you, we spent more time together than ever before, talking and working through the issues.

You brought some discipline, forced us to be focused, and brought ideas to the table we wouldn't have thought of, such as all the businesses we could be in.

You also made us recognize, as painful as it was, that we were not operating as a team.

Working with you got us going down the same road together, so the communication lines really opened up. We were better able to integrate each individual and their piece to go along with the others.

ACCELERATED OUR CAPABILITIES

The process also helped position us well in our new growth area with some of the key players in our industry. In meetings with them, they asked us some really penetrating questions. We could talk about the subjects well beyond the charts. There's no way we could have had the positive interaction we did without having gone through your process.

A lot of the growth we're seeing is related to the (new) client server area you got us to focus on, so your process has been important.

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