

Creating & Sustaining the Competitive Business



Contact:

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THE CHALLENGE

The global recession--historic in its origin and impact--has challenged organizations to rethink the way they do business. Many companies, enduring declining sales, weak cash flow, and near freezing credit, have cut budgets, laid off staff, and survived on doing more with less. The most resilient are embracing the challenge as an opportunity to increase efficiencies, strengthen core focus, and invest selectively as they build more lean and agile organizations. These companies will not only survive the downturn, they will in some cases achieve dramatic gains, emerging more competitive once the recovery begins.

In face of current economic conditions, how do companies position themselves to take advantage of the recovery? How do they achieve high performance with less and seize competitive advantage?

THE SOLUTION

To help organizations improve results in a weak economy, Sewall now offers a range of business management consulting solutions. Led by Senior Vice President Dave Stevens, a process improvement specialist, Sewall is guiding legacy clients and New England businesses in organizational change efforts to improve quality, processes, teamwork and performance.

Trained in total quality management (TQM) and cooperative work systems, Mr. Stevens brings over 20 years' experience in manufacturing, management, and organizational consulting in over 30 locations, including Sewall and two Fortune 500 companies. With expertise in implementing multiple management, leadership, and organizational change methodologies, Mr. Stevens tailors solutions to the business environment, drivers, and needs of each client, incorporating existing improvement initiatives. With this approach, our clients realize significant short-term as well as long-term gains.

THE BENEFITS

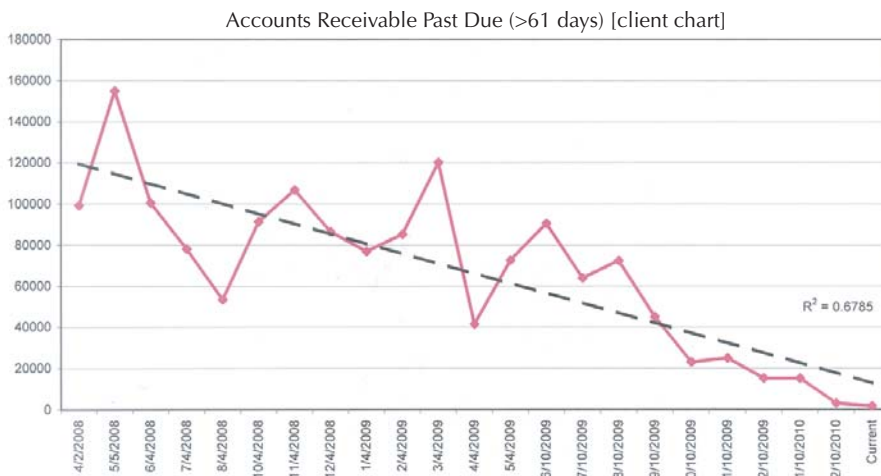
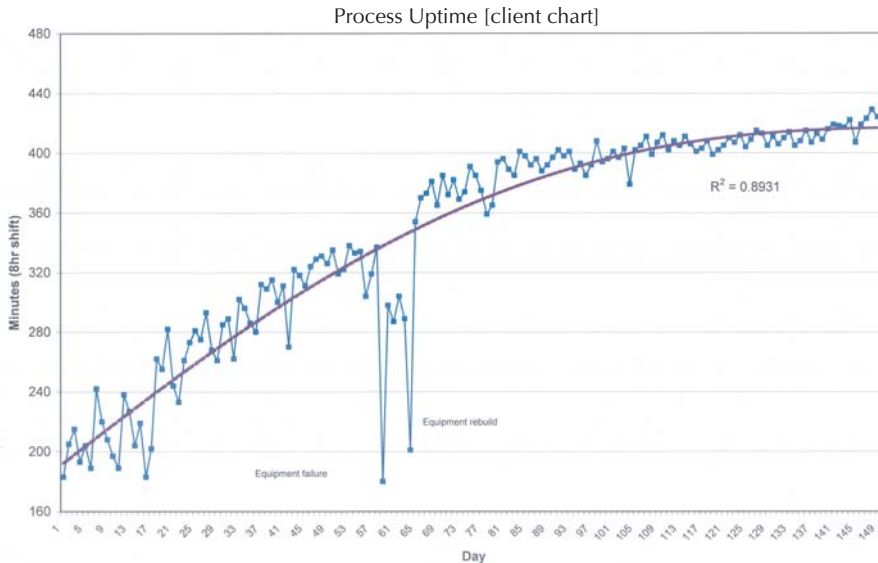
During this recession, Sewall is helping businesses to:

- Improve processes & productivity
- Increase cost efficiencies
- Bring focus to core strengths & customer needs
- Develop leaders & high-performing teams
- Increase speed to decision making
- Improve communications, facilitation & follow through
- Lay the foundation for recovery

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BEST KNOWN METHODS

Sewall offers a range of practical solutions based on innovative strategies and best known methods. The success of these initiatives are measured in direct business results, such as process uptime, reduction of rework or defects, increased cash flow, and profitability.



Over the last six years, Sewall has tried and proven numerous tools and techniques both internally and with our clients, and have found that each situation warrants a unique combination. Sewall consultants work with clients to design and deliver the most cost-effective strategies to improve business results.

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Sewall assists key organizational leaders in:

ORGANIZATIONAL CHANGE

Diagnose organizational behaviors/barriers & design cost-effective solutions

Design & implement effective organizational change efforts

Design & execute cost-saving process improvements & quality efforts to reduce operating costs

PERFORMANCE MANAGEMENT

Develop/coach leaders & managers

Develop/coach executive leadership in the **4Cs of Engagement Leadership** & the **PACE Profile** (www.paceprofile.com), teaming with Dr. Howard Teich of Quadrix Partners

Improve communications & follow through

Increase speed to decision making

Facilitate difficult or sensitive discussions & negotiations

Train & develop facilitators

INVESTING IN THE CORE

Focus core strengths on appropriate markets

Build effective & client-focused internal support groups

Diagnose, plan & train for team development to enhance organizational outcomes

Testimonials:

Dave Stevens has been an incredible mentor in my career. He has the ability to assess any organizational system--establishing a deep understanding of the organizational culture--so that clients can leverage their strengths and create actionable plans to improve weaknesses. He can effectively coach the CEO of the organization as well as the most junior operator in a way that supports their self esteem while helping them grow to new heights. I now do these same things in my current position thanks in large part to the coaching and development he gave me.

David Libby, Principal Consultant
Behavioral Science Technology, Inc.

I have been the beneficiary over the past four years of Dave's unique talents and capabilities in training, mentoring, coaching, and strategic organizational planning. His experience in and knowledge of organizational change efforts, together with his ability to communicate with confidence and frankness, generates a refreshing opportunity to assess one's situation quickly and get to real solutions that generate success. Using Dave to assist in examining leadership, strategies, and business components that drive success has truly been a value-added investment.

Forest Operations Leader
Fortune 500 Company