

STRATEGIC PLANNING

Mobilizing organizations to achieve maximum results in the years ahead

THE CHALLENGE

Like many others, your organization is struggling to keep up with rapid change. Global events may have altered your mission. Domestic challenges now stretch your resources perilously thin. And your workforce is about to take a hit with the mass retirements of your most knowledgeable workers. Most organizations know these issues all too well. But being clear about their implications, setting strategic priorities and making tough choices continues to be something that “needs to be done very soon” – but seldom is.

Despite strategic planning’s importance as a critical management responsibility, its track record is poor. Many strategic plans simply describe what an organization does. They fail to identify real challenges or how to confront them. So the opportunity to make necessary changes is missed.

Your strategic plan serves as a blueprint, outlining critical adjustments to products, services, processes and organizational design that are essential to maintaining and increasing viability in a changing world. The success of a strategic plan is measured by its impact on employees and stakeholders. An effective one explains the changes your organization needs in

order to assure *Peak Performance*™ in the years ahead. If the plan mobilizes your organization, it’s achieving its purpose.

WHAT WE OFFER

SiloSmashers combines results-based management and *Peak Performance*™ principles into a highly successful approach to strategic management. The result is a complete suite of services and tools for developing and implementing an effective strategic plan – one that characterizes the current state of your organization, confronts tough issues, embodies bold decisions and packages the results as a set of strategies, goals and performance measures.

SiloSmashers supplies complete strategic planning capabilities: Strategic plans • Tactical plans • Strategic alignment • External environment scans • Visioning • Scenario planning • Communications

OUR PEOPLE HAVE LED ALL ASPECTS OF STRATEGIC PLANNING FOR GOVERNMENT AND PRIVATE SECTOR ENTERPRISES.



WHY SILOSMASHERS?

Our people are strategic planning veterans. They've led all aspects of strategic planning for numerous government and private sector clients. So they know how to avoid the mistakes that make many strategic plans fail. And they understand that effective strategic plans must anticipate the unexpected – such as international crises, disruptive technologies, stock fluctuations, mergers or competitors and loss of key executives. What's more, our experts have worked in senior positions for major organizations, many in line operations. We know what it's like on the frontlines.

SiloSmashers takes a tailored approach to each client. We employ a toolkit of resources – not an off-the-shelf, one-size-fits-all methodology. In addition, we are specialists in facilitation, collaboration and consensus building. These skills are critical in a process that seeks agreement among a diverse mix of senior managers and stakeholders.

DEVELOPING YOUR STRATEGIC PLAN

We facilitate the development of strategic plans by helping executive teams define and set priorities among business strategies, strategic goals and strategic initiatives. Each engagement begins with a thorough understanding of where you are in the strategic planning process and then moves you through a systematic, step-by-step process. Our skilled facilitators work collaboratively with you

and your executive team to develop the process as well as the plan. By creating a process that's both vertically and horizontally integrated, we help you break down your silos, overcome parochial interests and create a common sense of direction and purpose throughout your organization.

THE BENEFITS ARE CLEAR

The strategic plan establishes your organization's approach to the future. You gain a detailed roadmap for change ... consensus on future goals and directions ... better, more focused decisions ... greater returns on investments ... continuity of business through turbulent times ... and effective corporate governance. Best of all, you establish a framework for achieving *Peak Performance*™ year after year.

FIND OUT MORE

Put your enterprise on the path to *Peak Performance*™. Contact SiloSmashers today at 703-797-5600. Visit www.silosmashers.com. Or email: info@silosmashers.com.

WE COMBINE RESULTS-BASED MANAGEMENT AND PEAK PERFORMANCE™ PRINCIPLES TO DEVELOP YOUR STRATEGIC PLAN.

