

Partner Programs

A Growth Practice Service Line

Success is never a guess. It is always The Plan



STRATEGIC CONCEPT

As business leaders struggle to find solutions to address the issues of top line revenue growth, increased profitability and operational efficiencies, they face shortages of capital and competent human resources. Corporate entities are starving for guidance, strategic vision and a methodology that is sustainable.



The Plan Consulting Group (TPCG) is a full service strategic management, marketing and consulting firm that specializes in strategy development, cost reduction, revenue expansion and program execution.

TPCG is able to provide a strategic solution that improves performance through effective deployment of our skills, capabilities, and tools. TPCG brings a valuable perspective by taking an unbiased look at your company, and then applying a holistic approach to analyze the value chain and efficiencies that can be accessed through partnership and collaboration.

As an organization that has experience on both sides of the partner model, TPCG brings a unique perspective to the table.

TPCG quickly identifies tactical opportunities, gain organizational consensus and quantify the business justification. During and after deployment, success of the program will be tracked through real time performance in live dashboard environments that have been customized specific to the partner's strategic plan.

In times of prosperity, efficiency and sustainability are often overlooked.

Regardless of these inefficiencies organizations often overcome and increase shareholder value in spite of themselves. However, in the increasing competitive world of the future it will be the efficient organization that will win the day.

Traditionally, many companies have understood the economies of scale and potential value of forming strategic partnerships and/or recruiting channel partners to help distribute and service their products. Unfortunately, not all organizations have the skill sets to build, deploy and manage these types of non-conventional sales and marketing methodologies.

To effectively implement a Strategic Alliance and/or Channel Partner Program, the organization needs to reconcile its resources and investments with that of the partner base so that true leverage can be experienced. TPCG helps to understand the capabilities and quantify the financial implications of all the partners. By establishing clear expectations and measurable KPI's the value of this type of program can be defined and executed.

"Through the integration of people, processes and technology, a sustainable business engine is created that sets the standard for best-in-class"



GROWTH

- Strategy Development
- Partner Programs
- Product | Market Development

BENEFITS & VALUE

The Partner Program directly responds to the needs many businesses have to improve profitability, compress sales time lines, bring new incremental growth, and minimize risk.

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<p>The Partner Program directly responds to the needs many businesses have to improve profitability, compress sales time lines, bring new incremental growth, and minimize risk.</p> <p>Through this comprehensive approach of utilizing the multiple resources and tools we are able to provide several benefits to clients including:</p>		<p>Ability to leverage the global selling power creating economies of scale</p>	
	<p>Increased efficiencies and reduced expenses leading to an improved bottom line</p>		<p>Monitoring performance data for a more robust and sustainable delivery model</p>
	<p>Access to best-in-class products and services without the cost of conducting market analysis</p>		<p>Faster deployment of programs and realization of savings with reduced risk</p>

Partner Programs are designed to become an integrator in the effort to manage Client Programs.

PAST SUCCESS STORIES



SIEMENS & EMCOR GROUP

\$35M in incremental sales first year/ included all 26 Siemens Districts and 70 EMCOR operating units

KRAFT INTEGRATED FACILITIES MANAGEMENT SERVICES GLOBAL OUTSOURCING

An alliance between:



SIEMENS HOCH TIEFF
COMPASS GROUP EMCOR GROUP
SODEXHO

Pursued a \$1.3B per year service contract to run Kraft Facilities worldwide. Coordinated services over multiple countries.



CBRE GLOBAL ENERGY SERVICES

Designed and delivered 50 service lines populated with 80 partners, delivered \$109M in incremental revenue 1st year.