

**Diamond Growth Partners, LLC.** (DGP) is a management & strategy consulting firm that helps leaders, teams and organizations execute their strategic plans. Our approach is highly customized to each client; however, we provide a framework and discipline that enables our clients to achieve results they never thought possible. We help our clients grow their businesses by focusing on five core areas: 1) **Business & Digital Strategy**, 2) **Leadership, People, & Culture Transformation**, 3) **Growth Engines, Market Development, & Sales Growth**, 4) **Process & Continuous Improvement**, and 5) **IT, Infrastructure & Innovation**.



#### ACCELERATE PROFITABLE GROWTH (APG) Plan Creation:

Whether your goal is to prepare your company for sale or to rapidly create business value, our **Accelerate Profitable Growth (APG)** plans are the solution. An **APG** plan can be a business, digital/IT, or mixed strategic plan. An **APG** plan can be created via a 3-5 day workshop for smaller companies and a project of up to 3 months for larger firms. An **APG** provides a roadmap to profitable growth and is the backbone of any high performing firm. During the creation of an **APG** plan we work with you and your team to gain buy-in and we assess the current state, we consult and help facilitate the creation of a future state vision, and then we develop the roadmap to bridge the current state to the future vision.



#### ONGOING MANAGEMENT & ADVISORY:

Once the **APG** plan is in place we can help provide on-going facilitation of your **APG** plan to provide focus and accountability ensuring your team turns its strategy into reality. DGP's consulting and facilitation of your **APG** plan can occur in low hourly increments of 5 hours to 18 hours a month. In addition, for most agreements DGP will be on call for ad hoc advice and attend quarterly review meetings to ensure you are staying the course on your **APG** plan.



#### GROWTH ENGINE CREATION:

DGP works with business owners and executives to develop go-to-market strategies by assessing the market, competition, voice of the customers (VOC), and the company's capabilities and opportunities. DGP can then help establish and refresh branding, messaging, digital and direct marketing capabilities, and establish/optimize efficient sales capabilities. The growth engine will then be distilled into KPI's (key performance indicators) that are used to drive a financial model forecasting the growth from the new sales and marketing capabilities. After the initial growth engines are in-place we can then implement **Artificial Intelligence (AI) & Machine Learning (ML)** to provide predictive analytics and improve sales conversions and/or predict customer churn.



#### OPERATIONAL IMPROVEMENT:

From facilitation of workshops, running Project Management Offices (PMOs) & strategic projects, and tactically executing by delivering frameworks, tools, and analytics – DGP can provide the focus, accountability, and execution needed to make operational improvements a reality. Typically, an **APG** plan will help identify and prioritize the operational improvement projects to be completed next, however many business owners and executives have a ready list of projects they need help executing. As one client summed it up “Knowing what to do and how to do it are two totally different things.” For those clients that have very labor-intensive office processes, for example in accounting and service, our **Digital Process Automation (DPA) & Robotic Process Automation (RPA)** solutions will help quickly improve quality, reduce delivery times, and reduce labor costs typically with a 4-8 month payback period.

If you are like many of our clients and know **WHAT** to do but not **HOW** to do it, then let Diamond work with you and your team to turn your strategy into reality. Taking the first step is **simple, call or email us** today to setup your **FREE introductory call**.