



Standing tall for the business of professional services



Strategic Planning and Assessment

Seek to understand and then move forward

Having a Professional Services strategy that is aligned with your company's overall goals is where everything begins. A proper strategy encompasses goals, metrics, initiatives, and tactics to ensure you achieve higher client satisfaction, better recurring revenue, and stronger margins. Interested in 95% client satisfaction, 40%+ PS gross margins, and predictable renewal rates for your software? It all starts with the right PS strategy.

But strategic planning and assessment can strike fear into the most savvy of businesses. It requires a thorough look at what you have been doing as a business in the quest to transformationally change your organization.

Not to worry. The Growth Stage team will work with you to thoughtfully optimize your PS process and determine its current state against the PS capabilities wheel.



The Professional Services Capabilities Wheel

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Step 1 – High-level discovery.

Growth Stage will work with your team to discover and begin to diagnose challenges within your PS organization. During our initial contact, we will begin our journey with high-level benchmarks you can begin using right away against best practice metrics.

Step 2 – Discovery workshop.

In this facilitated onsite workshop, our team will go through a series of interactive discussions covering all of the topics on the PS capabilities wheel. We begin to get to the very heart of challenges, bottlenecks and opportunities specifically tailored for your organization. Our deliverable to you is a summary of findings and recommendations that we will categorize according to the PS capabilities wheel. This summary is suitable to present to your leadership and begin to use right away within your organization.

Step 3 – Assessment / strategic action plan.

In order to truly provide change, our team embeds within your organization to view and interact with you and your team on a daily basis. We focus on complete understanding of where you are “right now” within your business and work side-by-side with executive management, PS leadership and individual

contributors to determine where your company is in comparison to the PS capabilities wheel. Following our discovery, we then focus on where you “want to be” and develop strategies tailored for your business on how to get there. While we focus on best practices we conduct strategic planning workshops with key members of the leadership team and PS management to ensure that everyone has a clear understanding and is on board with the succession of transformational changes.

Take the next step with Growth Stage

For too long, your PS organization has languished in the shadows. Isn't time they had a chance to shine? Contact the Growth Stage team today at www.growthstage.net to learn more about the repeatable processes that leverage your people and the right technology to build your software business.



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