

RTM Consulting

Business Optimization Practice

Our mission is to help consulting, professional, and shared services organizations get better at what they do

The Challenge

Delivering high quality, profitable services is not a static task. During high-growth periods, effectively managing costs is challenging. In times of slower growth, landing profitable deals becomes more difficult and can begin to erode a healthy services portfolio.

Services organizations must continually balance the need to offer higher value services while effectively controlling the costs of delivery.

The Solution

RTM Consulting's founders have significant experience consistently outperforming the market on revenue growth and expense reduction.

RTM Consulting's Business Optimization Practice takes a holistic approach to both sides of the equation: Revenue Growth and Cost Management.

Who We Are

RTM Consulting provides strategic and operational advisory services to technology and consulting companies to assist them in increasing revenues and growing margins by leveraging professional and consulting services more effectively.

Business Optimization Practice

RTM Consulting's Business Optimization Practice works with services organizations to enhance their operations by driving revenue generating improvements and cost saving transformations.

Revenue Generation Services

- *Business Strategy & Planning*
- *Go-to-Market Strategies*
- *Sales, Marketing & Packaging of Service Offerings*

Translating organizational capability into profitable revenue growth is a continual challenge to every services organization. Each services organization varies in its business model, whether it is a profit or cost center, value-based vs. low cost provider. When it comes to defining the right business model, brand positioning, service offerings or channel analysis, RTM can guide you to the right strategy to leverage your organization's strengths.

Operations Effectiveness Services

- *Delivery Execution & Methodologies*
- *Delivery Support Processes & Infrastructure*
- *Productivity Measurement & Governance*

Once services are offered and sold, effective delivery relies on having established methodologies, infrastructure and back-office support processes to realize the planned bottom line contribution. Additionally, success cannot be achieved if operations are not effectively monitored. RTM Consulting will ensure you have the correct blueprint of people, process and technology to enable your success.

Get Started

Contact RTM Consulting to gain access to our insights and experience with this critical aspect of running your business.

Contact Us:

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