



We Help Services Organizations  
Get Better At What They Do

### **The Challenge**

Today's challenging business environment makes running a services business highly dependent upon having lean and proven business and operational processes designed for peak performance.

But with so many conflicting priorities and projects to address, many businesses find themselves lacking the time, bandwidth, resources, and market insight needed to strategically drive operational efficiencies and competitive advantages – much less properly plan for the future.

### **The Solution**

RTM Consulting provides extensive strategic and business planning services to assist your organization in preparing for the future.

Our decades of executive experience in the services industry will help your company with the all important aspects of planning your strategy, building competitive business models, and creating effective operating plans.

Contact Us:

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## Strategic Planning Practice

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

### **Who We Are**

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

### **What We Do**

**Strategy and Business Planning** – While RTM Consulting can help with any and every aspect of your strategic planning process, our areas of deepest specialization include:

- Services charter definition and operational alignment
- Leveraging and optimizing services within a product company
- Organizational planning, and labor sourcing strategies
- The annual business planning process

Our unique business planning process, tailored to the needs of service operators, will involve close collaboration with your executive teams to help create, clarify and document your strategy, and then build a viable business model and high impact execution plan to enable the vision.

We can also support preparation for and delivery of presentations to internal stakeholders and executive decision makers – and once the plan is approved, we can assist with implementation.

**Go-to-Market Strategy** – We leverage our years of combined experience and insight to help develop highly differentiated and effective go-to-market strategies, with emphasis on services marketing and sales, services pricing models, and customer support strategies.

**Operational Processes** – The most successful services organizations focus on operational excellence to drive efficient, high-quality services delivery and greater profitability. RTM Consulting can help your services organization identify and implement the right combination of process and tools to enable highly efficient and effective services operations and drive significant financial improvements.

**Business Transformation** – Change is the only constant in today's business environment. Manage of change is a never ending struggle making proper planning for process and cultural transformation a must. We leverage decades of change management experience so you can leverage best practices in this critical area.

**Small & Medium Business Advisory Services** - RTM Consulting has extensive experience with small, medium and large consulting and professional services organizations. We use this knowledge and experience to help the small consulting and professional services organization build the right strategy and operational model to make value creation a reality. And best of all, we can help you implement the necessary changes to realize value quickly.