INNOVATION

Kerr Consulting Group:
An Introduction to Our Products and Services

Presented by:
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KCG Is Different From The Rest

- We don't "pretend to be everything to everybody"
- We focus on our Core:
  - Strategic Planning
  - Business Reengineering
  - IT Transformation
  - Best Practices Services

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A Sampling of the Work that We Have Performed With Our Clients

Strategic Planning Services

- Strategic Plan Development
- Marketing Plan Development
- Branding Plan Development
- Merger / Business Integration Oversight
- Business Model Development
- Value Chain Analysis

Best Practices Services

- Executive Committee Start-up / Redesign
- PMO Design, Staffing and Implementation
- Project Management / Coaching
- Interim "C-Level" Staffing

IT Planning Services

- IT Plan Development
- Business Architecture Design
- Information Architecture Design
- Applications Architecture Design
- Technology Architecture Design
- IT Best Practices Guide™ Delivery
- IT Organization Design
- Vendor Selection / Management

Business Reengineering Services

- Workflow Analysis
- Process Optimization
- Reorganization Services
  - Corporate-wide
  - Departmental

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KCG is Industry Independent By Design

- **After All, The Experts Said…**
    - "The Earth is flat…"
    - "The sun is just a fiery stone…"
    - "Our world is the center of the universe…"

These widely held beliefs, provided by "experts" at the time, were proven wrong by people who were considered "outsiders" and "heretics" in their day.

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Do you really think you need industry experts to deliver desired outcomes?

- Sometimes you need a different viewpoint
- Kerr Consulting Group brings an "outsiders" perspective to the table
- We don't pretend to have all the answers
- Such attitudes limit creative thinking
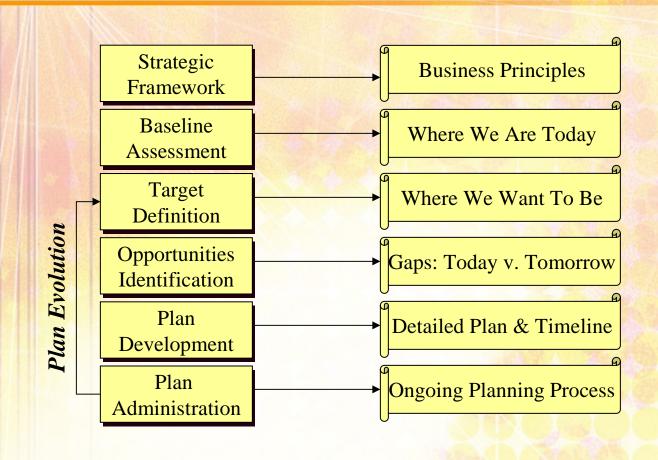- Instead, we provide frameworks for thinking

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Our Approach

- We help your highly knowledgeable staff develop the solutions that are right for you — driving results through the use of our proven methodologies

- Frankly, you know your business.

- Sometimes you just need a catalyst to help you think outside-the-box

- Kerr Consulting Group can help you cultivate and advance the breakthrough thinking needed to compete

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Our Proven Methodology

Plan Evolution

Strategic Framework	Business Principles
Baseline Assessment	Where We Are Today
Target Definition	Where We Want To Be
Opportunities Identification	Gaps: Today v. Tomorrow
Plan Development	Detailed Plan & Timeline
Plan Administration	Ongoing Planning Process

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Some Of The Places Where Our Methodology Was Employed

Strategic Planning Engagements

- Marriott Hotels
- Mitsui Sumitomo
- Jewelers Mutual
- U.S. Department of Defense

Business Reengineering Engagements

- The Home Depot
- The Hartford
- State of Connecticut
- Environmental Defense Fund

IT Planning Engagements

- JP Morgan Chase
- U.S. Marine Corps
- National Life

Best Practices Engagements

- AXA Financial
- Bic
- IBM

NOTE: *Several clients listed here have employed the methodology on more than one type of engagement, as well*

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Our *JumpStart* Series Is An Attractive Alternative, Too

- Created as a means to expedite our client's <u>existing</u> planning activities

    - ***Strategic Planning JumpStart*™**

    - ***IT Planning JumpStart*™**

    - ***Best Practices Enterprise JumpStart*™**

- Unlike other planning vehicles that provide "*canned*" solutions to client organizations, these programs use information provided by participants to create actual action plans for the enterprise

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Strategic Planning JumpStart™

- Delivers a high-level strategic plan, including:
  - Strategic Vision
  - Long-range Objectives
  - Short-term Business Goals
  - 1st-Cut Project Plans
  - Prioritized Project Execution Timeline

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IT Planning JumpStart™

- **Delivers a Detailed IT Plan, including:**
  - A prioritized list of IT projects and programs;
  - A timeline for execution of the projects and programs identified;
  - First-cut Project Plans for the highest priority initiatives, and;
  - An IT Architecture Administration Recommendation that suggests how the enterprise can put the proper controls in place to duly maintain and manage the IT Architecture Improvement Plan™.

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Best Practices Enterprise JumpStart ™

- **Delivers a Best Practices Enterprise Action Plan™ is comprised of:**
  - A prioritized list of the projects and programs needed to institutionalize the Best Practices within the concern;
  - A timeline for execution of the projects and programs identified, and;
  - A BPE Administration Program Recommendation that suggests how the enterprise can put the proper controls in place to duly maintain and manage the BPE Action

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Yes, KCG Is Different!

- The work comes first

- We keep our promises

- We do it with you, not to you

- Your needs take precedence over our own

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A Key Question Remains

- **How can we help you?**
  - Develop New Plans / Strategies?
  - Redesign Troubled Business Processes?
  - Re-caste IT Operating Procedures?
  - Provide Best Practice Design and Implementation?
  - Offer Advanced Project Management Services?
  - Offer Interim Executive Support?

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Our Pledge

Regardless of your answer to the question, we pledge to do whatever it takes to help our clients achieve their vision for the future.

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