



Business Strategy  
& Operations  
Advisors

*Partnering with clients to achieve excellence since 2005*



[web] [www.khoury-consulting.com](http://www.khoury-consulting.com)

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## Maintaining a

### ▶▶ **laser focus** ▶▶

#### **on business value actually delivered**

All of our consultants have **strong business acumen** coupled with **extensive implementation experience**. We manage against business value delivered, not just timeliness and budget. This ensures that you get the results you set out for, not a project delivered on time and on budget that doesn't meet your business needs.

## **Implementation** is where

### the **rubber meets the road**

We help our clients identify key business goals & critical drivers to realize those goals. We oversee & manage implementation to accommodate those drivers to make sure **our clients get the results they need**.

## Why Khoury Consulting?

### **Flexible**

We can step in at any point to advise, implement from start to finish, or anything in between.

### **Entrepreneurial**

Our consultants identify well with business owners & senior management, so we quickly identify the real issues and apply resourceful solutions to fix them.

### **Cost-Effective**

We operate with little overhead & pass the savings on to our clients.

### **Consistent**

The same consultants doing the analysis report results and oversee implementation, so nothing is lost in translation.

## **Cross Functional** Expertise

Khoury Consulting understands that all functional areas must work in concert to deliver enterprise value. Our consultants have worked in most functional areas and truly understand the value & key drivers of each one.

- Corporate Strategy
- International
- Sales
- Marketing
- Dealer Operations
- Procurement
- Logistics
- Information Technology

## **Flexible Delivery Models**

We tailor our delivery model to each of our clients' needs & budget. We can assist you in an advisory role and/or a delivery capacity, on an hourly, retainer or fixed fee basis. This provides our clients access to value-added consulting, on demand & within budget.

## Strong Strategic Alliances

Khoury Consulting calls upon strong partners that provide extra muscle to supplement our offerings. This means a broader scope of services, less management headache, and more value for our clients. Some of our partners provide *Web-Based Application Development*, *Domestic & International Marketing* and *outsourced Chief Financial Officer* services.

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## Business Strategy

- ▶ **Ongoing Corporate Strategy Services**
- ▶ **Business & Strategic Plans**
  - Strategy & roadmap development
  - Oversee implementation
  - Monitor progress
  - Continuous improvement
- ▶ **Balanced Scorecard Development & Monitoring**
- ▶ **International Growth**
  - Foreign country analysis (*political risk, ease of doing business, investment incentives, trade controls, corruption*)
  - Foreign market analysis
  - Business case development
  - Regulatory analysis
- ▶ **Market Analysis**
  - Market sizing
  - Customer identification & profiling
  - Market trend analysis
- ▶ **CRM & Customer Loyalty**
  - Customer segmentation
  - Marketing strategy development
  - Data collection, usage, tracking & reporting
  - Return on investment tracking
  - Tool selection
- ▶ **Business Analytics**
  - Data collection, aggregation & mining
  - Data access strategy
  - Report design
  - Program effectiveness analysis & design
- ▶ **Competitive Benchmarking**
  - SWOT analysis
  - Product/offerings comparison
  - Financial analysis
  - Operational measures
  - Key trends & hurdles
  - Sales force effectiveness assessments

## Operations

- ▶ **IT Strategy**
  - Strategy & roadmap development
  - Technology identification to improve efficiency, decision making & profitability
  - Service level development & negotiation
- ▶ **Business Case/ROI Development**
  - Project, program & portfolio level ROI analysis
  - Identification of soft & hard costs & benefits
  - Return on investment questionnaires & interviews
  - Financial analysis to support prioritization & go/no-go decisions
- ▶ **Program Management**
  - High-level program & portfolio management
  - Senior management communications
  - Budget management
  - Central PM management & development processes
  - Program management process audits
- ▶ **Post Merger Integration & Process Reengineering**
  - Process mapping
  - Requirements gathering & analysis
  - Identification of inefficiencies & opportunities
  - Process centralization (shared services)
- ▶ **Organizational Strategy**
  - Organizational design
  - Roles & responsibilities documentation
  - Identification of key traits required by role
- ▶ **Sourcing & Procurement**
  - Request for quote/price (RFQ) development
  - RFQ process management
  - Vendor selection & negotiation
  - Procurement process mapping
- ▶ **Outsourcing**
  - Country analysis
  - Business case development
  - Service level development & negotiation
  - Agreement review
  - Transition program management

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# Industries



Consumer Products,  
Manufacturing & Logistics



Financial Services



Health Care

# Strategic Alliances



KICK-START MARKETING

Sheri Pawlik, Partner with

