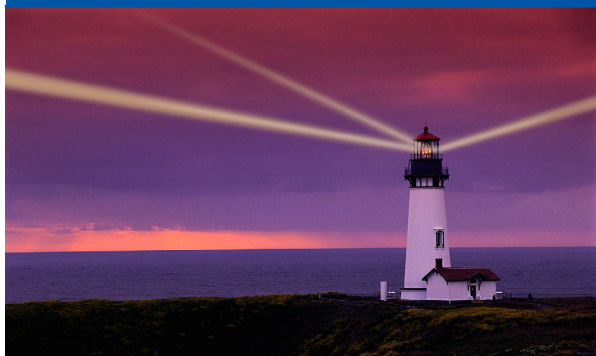


# SAMPLE PROJECTS



## FOCUS › SOLUTIONS › ACTION

*Clear Point Group helps clients identify and focus in on challenges, develop creative solutions, and see them through to action and results.*

Clear Point Group is a trusted advisor to industry and government leaders. Our consultants—with an average of 20+ years experience—bring broad and deep perspectives to the table. Our insight ensures fresh and innovative solutions—ones that are creative, actionable, and sure to bring lasting results.

Here is a sampling of some of the areas of expertise and sample engagements led by the principals at Clear Point Group:

## GENERAL MANAGEMENT

- **Merger/acquisition integration**

Developed systems for deal preparations, integration planning, personnel organization and selection, stakeholder communications, and technologies supporting swift and effective integration of combined operations.

- **Technology licensing**

Advised clients on technology licensing processes, from discovery to evaluation to deal making to exploitation. Evaluated head count, tracking systems, stakeholder involvement, and structures to ensure clients stay ahead of the competition.

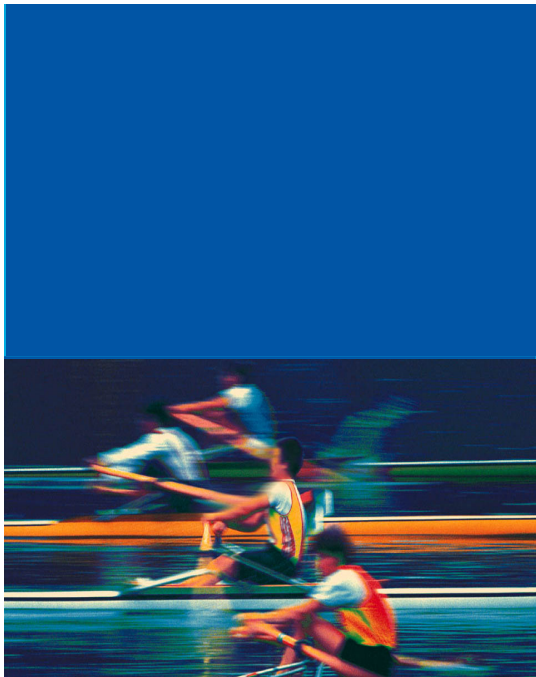
- **Government IT budget analysis**

Decoded and crystalized the DoD IT budget, identifying future program equipment needs and future market opportunities. Trained client on the Federal budget and acquisition process.



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## HUMAN CAPITAL MANAGEMENT

- **Defense contractor staffing**

Enhanced recruiting and staffing systems. Identified improvement opportunities in time-to-fill, cost-to-hire, candidate/new-hire quality, diversity program compliance, ethics, and security clearance management.

- **Employee performance development**

Evaluated and advised on employee performance development programs, including: recruiting and selection, new hire orientation, continuing training (OJT, CBT, classroom, etc.), performance reviews, coaching and mentoring, and other essential development efforts.

- **Business unit organization**

Reviewed the current organizational structure and benchmarked alternatives. Identified necessary roles and responsibilities, and a new, streamlined structure for a unit spinout. Enabled senior management to optimize international operations and reduce staff size by 20 percent.

## VENDORS AND THE SUPPLY CHAIN

- **Vendor partnerships**

Analyzed the performance of companies as they built relationships throughout the “value chain” (from your suppliers’ suppliers through your customers’ customers). Advised on vendor selection, vendor certification systems, inter-company process integration, relationship management, supporting technology, performance measurement and management, and reward systems.

- **Order management**

Consulted on configuration and order management systems in support of complex equipment, including sales and design engineering interaction and rules-based expert systems to speed ordering, eliminate errors, and markedly reduce costs.

- **Supply chain management**

Researched supply chain management systems in support of vendor relations and related technologies. Determined and advised on world-class performance measures and standards—as well as processes, programs, and systems designed to maximize margins, speed delivery, and maximize customer satisfaction.

## MARKETING

- **Key Opinion Leaders & Advisory Boards**

Created and implemented a tracking and ranking process to identify the most influential and productive KOLs to focus the client's marketing efforts and enhance future sales. Used advisory boards beyond the traditional product pre-launch stages, taking advantage of board member expertise and value throughout the product lifecycle.

- **Software Product Rollout**

Advised clients in the rollout of software applications. Established processes to embed the tool within existing systems. Created pilot rollouts, monitored use, determined measures of success and ROI, and executed wide-scale rollout.

- **New product marketing**

Uncovered the lessons learned from successful (and disastrous) product launches. Identified the key drivers necessary to ensure product adoption. Identified the key influencers that accelerate market transformation and maximize revenues.

- **Government agency marketing**

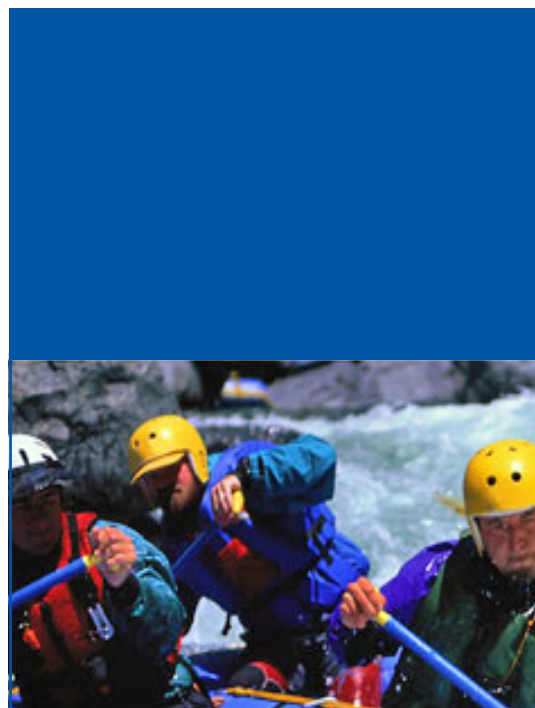
Built our client's understanding of the federal procurement and budgeting process. Identified decision makers, influencers, timing, and options to capture and build market share. Led to adjustments in billion dollar resource allocation decisions on R&D, marketing, and sales investments.

- **Web-based marketing**

Designed web-based marketing systems and campaigns. Identified, selected, and managed key vendors. Oversaw website design, community forums, advertising, and customer service of web-based business. Developed online product catalogs, sales and distribution channels, and related sales efforts.

- **Customer experience analysis**

Identified the treasury management service experience for small business customers. Compared account setup times for ACH, lockbox, automated reconciliation, and online banking. Set benchmarks for improved customer experience.



*Clear Point Group creates solutions custom tailored to your needs. We apply our decades of industry experience and deep subject knowledge to develop solutions with substantial impact.*

## QUALITY, SAFETY, AND FACILITY PERFORMANCE

- **Health and safety department organization**

Evaluated structure, head count, roles and responsibilities, and procedures of our client's health and safety organization. Identified methods to reduce workload, improve morale and retention, and increase ownership among all employees.

- **Plant operational structure optimization** –

Analyzed the staffing levels and roles/responsibilities of a nuclear power plant facility. Identified mechanism to reduce staffing requirements by 20%, while enhancing safety, quality, cleanliness, and operability.

- **Manufacturing performance & efficiency**

Identified metrics and processes that drive exceptional performance, including: conversion costs, headcount, quality control productivity, overtime, capacity utilization, maintenance costs, automation, inventory turns, cycle time, on-time delivery, and lead times.

- **Health and safety compliance program review**

Audited the occupational health program for a 2,000-person nuclear training and research facility. Systematized regulatory compliance and performance.

- **Nuclear plant operator training evaluation**

Monitored training programs for nuclear plant operators, including program structure and execution. Evaluated classroom training, apprentice programs, and casualty exercises.

- **Plant maintenance and overhaul performance**

Reviewed records and regulatory compliance of preventive and corrective maintenance. Developed a “zero defect” mindset in maintenance performance.

- **Development of maintenance procedures**

Acted as a reference and liaison between plant defense contractors and plant maintenance personnel in the development of preventive maintenance plans and procedures for plant equipment.

