

## In the Words of Our Clients... SPM's Unique Value

Straight Path Management is a high integrity, high impact management consulting firm. We assist our clients in developing and executing strategies that profitably grow their businesses. For nonprofit clients, we assist in achieving desired mission impact. Straight Path works with top executives and boards to tackle the key opportunities and challenges they face, using a disciplined yet customized approach with a keen focus toward execution.

Straight Path delivers promised project results and new organizational capabilities via a **unique combination of experience and expertise, customized processes, strong client relationships, achievement of client unity and consensus, and results.**

Here's what our clients say:

### Experience and Expertise

- *SPM brings **management experience and analytical tools** to bear on issues in a practical, no-nonsense way that leads to actionable results*
- *SPM's findings and analysis are presented clearly and thoroughly, driven by a level of **critical thinking** in drawing conclusions and offering **creative solutions** that distinguishes SPM from its peers*
- *SPM became a **major ally**. Hindsight has proven that **project findings were on target***

### Customized Process

- *SPM was flexible in tailoring the approach instead of forcing a more "cookbook" method. There was timely and comprehensive follow-up so that everyone stayed on target*
- *SPM has the keen ability to ask the right questions, in the right order and emphasize the most important aspects of the strategic plan; by helping us do this we were able to see the correct path to take and the proper order to reduce risk*
- *The reason we have used SPM over the years is simply due to the quality of the work and our confidence in the process*
- *All of us saw our time as productive and focused*

## Relational Strength

- *SPM does not rile up the organization by coming to conclusions that they report only to top management; rather, they work openly and objectively with each area for the benefit of the company*
- *We work with a number of different constituencies, general buy-in of the issues and solutions is vital, and yet we are all enmeshed in daily challenges; you demonstrate a superior ability to capture the above climate and apply a systematic approach to identify and focus on the important matters. I trust both your objectivity and your process because I have seen these at work*
- *SPM brings integrity and a relaxed approach to a process that otherwise can be complex and challenging*

## Unity and Consensus

- *What I liked about SPM's style is their inclusive philosophy and the manner in which they helped our organization to build collaboration and synergy; we built new and stronger relationships within the organization which are critical for our future success*
- *You so well helped us collect, organize, weed out and isolate our hopes, fears, concerns and issues that we as a team grew stronger and more confident through the process*
- *Many of us had different ideas as to what our actual goals were and what we specifically had to do to accomplish them; when the process was completed, not only did we share common objectives, but we also had in place strategies, tactics and implementation schedules to insure that we stayed on track*

## Results and Implementation

- *SPM is a pleasure to work with because they listen to the client, tackle the assignment efficiently, use organizational resources wisely and produce valuable results in the timeframe specified*
- *SPM's results have helped us understand complex issues and allowed our management team to better articulate their vision into simple, clear, actionable steps*
- *The process drove home issues of organizational change that were needed to reach plan objectives, highlighting holes in the organization relative to key positions*

We look forward to the opportunity to bring value to your organization. Please contact us to explore how we might work together.