

Client Industries

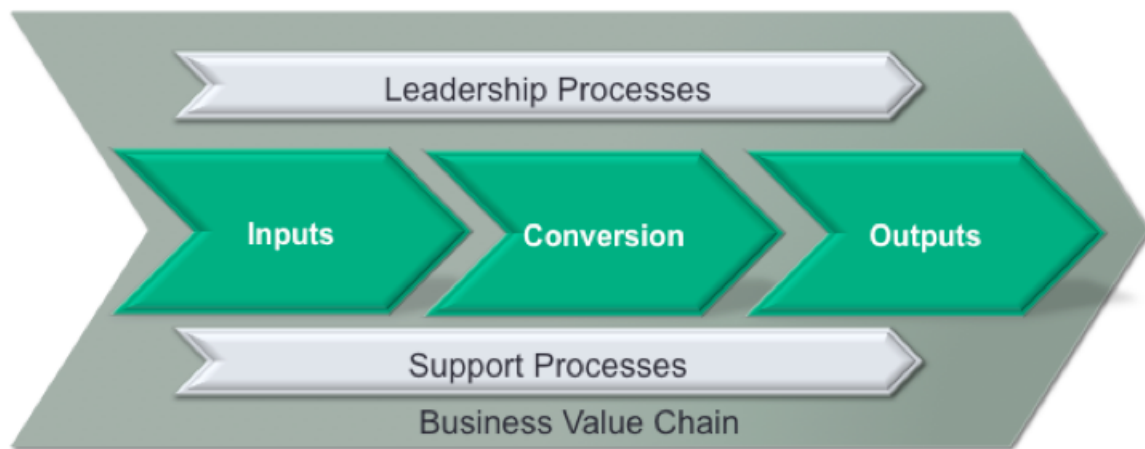
Our client work spans many different industries and the space in between.



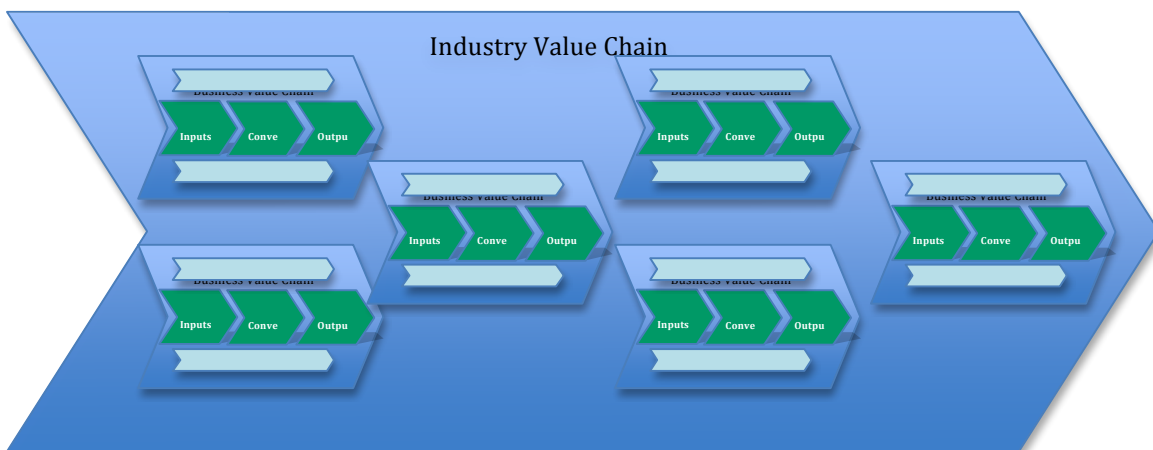
Our clients' benefit from this diverse experience, because in most instances, we are not only familiar with our Client's industry, we also have deep understanding of their customers and suppliers industries. Some industries are more advanced than others in terms of adoption of technology or approaches to business. Based on our broader experiences, we are able to share this knowledge with our clients in a seamless way.

We believe that monolithic industry views can create blind spots for business leaders seeking to create game changing, value enhancing changes.

To best understand how clients and their industries work and interoperate, we employ a value chain model.



Built on the value chain for individual businesses, Industry value chains depict the players in an industry and their interactions



Industry value chains will morph and change over times. These changes will alter the power relationships among the participants in the industry and these changes become the risk and opportunity for individual participants in the industry. It is for this reason that we believe that game changing improvements have to be considered in the strategic context of the business- or they will not likely be true game changers or sustainable.



Our clients participate in multiple value chains. Our previous work with clients provide hard thought and rich insights into these value chains and the occurrences that give rise to challenges or opportunities- and how they are evolving over time.