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PROCESS CONSULTING FOR HIGH PERFORMANCE

DATAFLO EXPLORES HOW UNIQUE, ANALYTICAL APPROACHES AND METHODOLOGIES CAN BE LEVERAGED TO ADDRESS KEY BUSINESS PRIORITIES BY IMPROVING THE KEY PROCESSES UNDERLYING THESE ISSUES.



SECURE YOUR FUTURE THROUGH SOLID BUSINESS PRACTICE



Process consultants are expected to present thinking. But what good are ideas, even brilliant ideas, unless executed? Drawing on our research and our hands-on experience with high performance businesses, Dataflo Consulting delivers insight and puts them into action.

Dataflo Consulting has been serving North America since 1984 earning honors such as, the Better Business Bureau Integrity Award, ACE Award Winning Service Team, Ascent Top 5 Partner Award, Honeywell Outstanding Achievement Award. These achievements are earned by doing what's right for the customer and relying on word of mouth for our corporate

growth. We are pleased to have you as a client and if not today we look forward to bridging that gap by providing you with outstanding services and products in the future. We are focused on solutions designed to pace your growth and solve your most complex work flows. With a phone call or email you can have one of our professional representatives at your door step.



CONSULTING SERVICES

Summary- In the current economic downturn, high-performance businesses should take decisive action from a position of strength. Dataflo has deployed a framework that helps assess corporate strategic readiness and then outlines the strategies that companies can adopt to manage through the uncertainty with the ultimate goal of high performance firmly in their sights.

Background - Although economic downturns are nothing new, rapidly intensifying globalization has made the business environment notably more complex, and has increased risk and uncertainty. Managing through these uncertain times is undoubtedly more of a challenge. Companies will depend on their ability to make sound decisions often based on less certain data than they would ideally like—even though the risk of wrong decisions is high. One option is not available: wait and see. High Performance Business research, shows that as companies execute strategies in a downturn, they need to keep an eye on their long-term goal of achieving high performance. They must continually balance, align and renew the three building blocks of performance: market focus and position, distinctive capabilities and performance anatomy. Market focus and position (the “where and how to compete” aspect of business strategy) is particularly important in managing through a downturn.

Analyst - Dataflo Consulting analyzed Standard & Poor’s 500 Index in the United States and found that only one-third are in solid financial condition and able to take advantage of scale and growth opportunities.

Recommendations – What strategies should companies—both those at risk and those that are sound—follow to improve their competitive and financial positions in today’s uncertain times? Dataflo Consulting proposes three strategic routes:

- **Performance -** Today more than ever companies need to get more value out of each employee. By mapping processes and applying M3, (move, measure, manage) setting goals with managed outcomes will result in an increase in productivity.
- **Scale strategies.** These strategies aim to drive down costs by increasing throughput to an existing infrastructure or to leverage “in-place” competencies.
- **Operations strategies -** Dataflo’s experience shows that the ability to execute is arguably the most critical factor in whether a company can achieve high performance in uncertain times. This ability depends on access to the right information at the right time, having the right people with the right skills in the right roles and effective change management.

Authors:

Steven Campisi is managing director-Finance Operations, Dataflo, and also leads the company’s combined Finance & Performance Management service line for the Products operating group. He has 25 years of experience assisting clients with a broad variety of strategic and operational issues focused on achieving dramatic performance improvement and restructuring to realize transformational change. Not to mention his dominance in the technology sector.

Mark Ancona is an executive director in the Dataflo Sales & Marketing Management service line. He has more than 16 years of experience in value and performance management. Ancona’s primary focus is helping clients address key performance-management challenges and align their organizations around increasing employee productivity and value.

DATAFLO Programing - Software Programing services for Win Mobile, iPhone & BlackBerry. We provide a single contract to ensure the support you need to maintain your infrastructure through Managed Services fits well within your corporate IT structure.

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