

Adam Smith Consulting



Service Overview 2009-2010

Strategy • Advisory • Journey

www.adamsmithconsulting.com

Upholding a legacy of innovation



In Adam Smith's "An Inquiry into the Wealth of Nations" he wrote that industry leaders guided by their own goals and objectives would naturally lead to immense value for themselves and society, if they dedicated their focus to innovation

- Smith realized in 1776 that the most successful organizations were those that continually dedicated focus to transforming their operations by improving processes, the skills of their employees, and applying technology
- In fidelity to Adam Smith's basic deductions our mission is a dedicated focus to accretive innovation for our clients
- Adam Smith Consulting combines experienced executive talent with advanced methods and tools to accelerate the development and implementation of compelling strategies

Reacting to changing conditions



Consultants from Adam Smith bring deep experience in providing management consulting, advisory services, and journey management in a broad range of disciplines to transform operations and support corporate objectives

- Substantial corporate and outsourcing operations experience that provides that basis to develop and implement comprehensive transformational strategies that deliver revenue, cost, and customer satisfaction improvements
- A comprehensive toolset that enables the detailed simulation of alternatives to choose an initial direction and then manage the journey as conditions change
- Advanced contract negotiation skills, and methods that yield balanced, optimal relationships that can survive change
- Dedicated effort to attain or maintain leadership in competitive global markets

Trusted advisors supporting the business



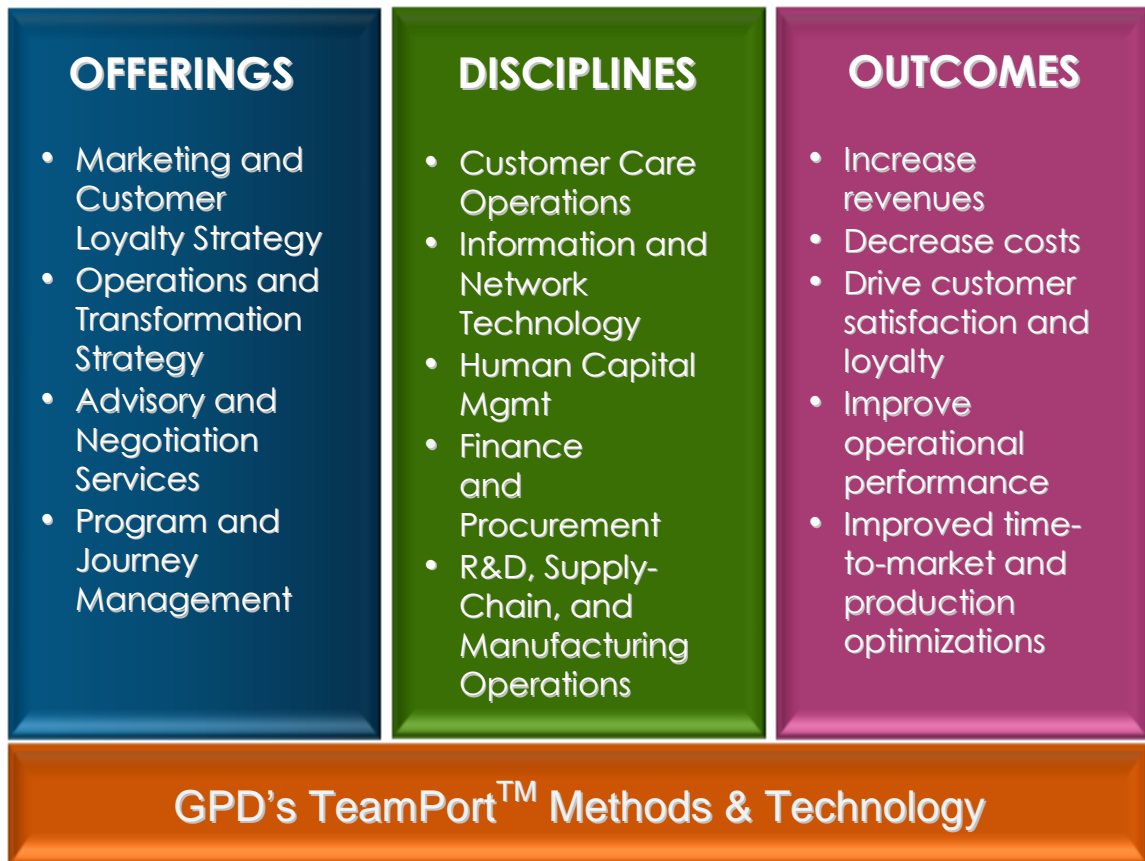
Adam Smith consultants come from the largest corporations, consulting, and outsourcing providers with experience developing balanced agreements that drive high-powered consulting and technology firms to achieve business objectives

- Excellence in operations requires both optimization of internal operations and the relationships that leverage suppliers of the products and services
- Leveraging suppliers beyond pure labor arbitrage or basic unit-cost savings requires a deep understanding of their operations which Adam Smith consultants bring from years of experience
- Adam Smith brings expertise from crafting alliances and sourcing services and products that balance the characteristics and capabilities of internal teams, external teams, and business objectives

Aligning experience to deliver outcomes



Our team's experience becomes a critical knowledge capital pool enabling internal teams to focus on operations while driving high performance



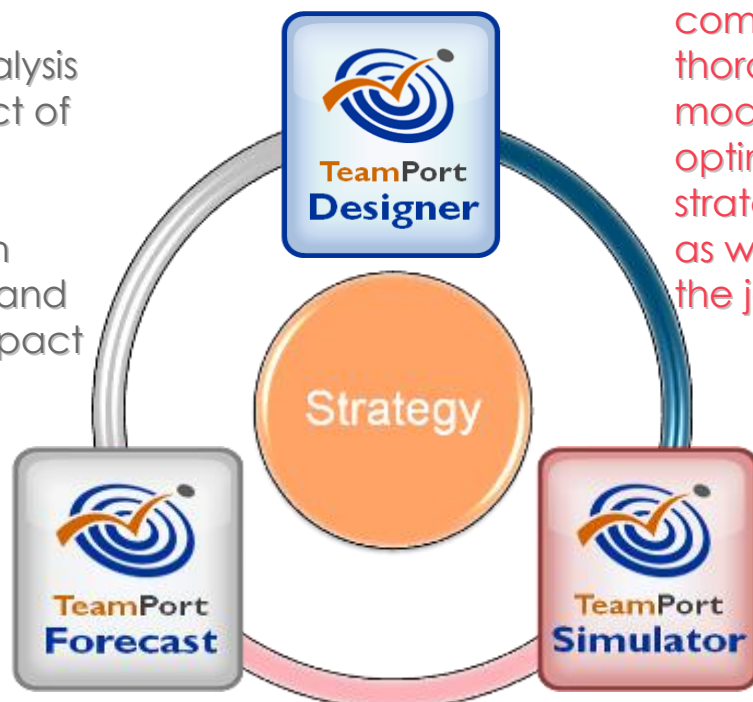
Turning strategy into action with TeamPort™



DESIGNER creates flexible, visual representations of strategic concepts that include the details to drive strategic decision-making

FORECAST generates detailed analysis of the impact of simulations including coordination effort, costs and schedule impact

SIMULATOR enables complex and thorough modeling and optimization of strategies initially as well as during the journey



TeamPort is a registered trademark of Global Project Design

Transforming operations



DIAGNOSTIC

Analysis of the existing processes, technology, and operational capabilities

STRATEGY

Development of a strategic roadmap to achieve both revenue and cost improvement goals

TRANSFORM

Applying the executive experience needed to kick-start transformation and the skills to manage the journey

- Adam Smith Consulting aligns consultants with deep domain experience to a basic three-part approach to consulting applying offering specific templates, research and technology
- We begin by determining clear management objectives for the area of focus and perform a detailed diagnostic
- The heartbeat of our business is strategy and begins with a mapping of intention to create compelling strategies that are accretive but also map to longer-term objectives of the business
- Finally transforming the business requires detailed plans that the operation can follow, and at times supplemental leadership to kick-start the process and manage the journey

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