



**2008**

# Business Development



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## *Recommending Actions for Expanding and Improving Your Business QQQ*

<i>Identify companies that can potentially benefit QQQ. ....</i>	<i>3</i>
<i>Improve Business and Partnership Relationships between QQQ and current and new companies. ....</i>	<i>3</i>
<i>Negotiate Contracts for QQQ with current and new companies. ....</i>	<i>4</i>
<i>Develop market, industry, and sub-sector studies. ....</i>	<i>4</i>
<i>Provide Trend Monitoring. ....</i>	<i>4</i>
<i>Business Plan Development. ....</i>	<i>4</i>
<i>Organizational Development. ....</i>	<i>5</i>
<i>Collaboration. ....</i>	<i>5</i>
<i>Productivity. ....</i>	<i>5</i>
<i>Talent Management and Training and Development. ....</i>	<i>6</i>



## Business Development

### Expanding QQQ

<i>Actions</i>	<i>Sub-Actions</i>	<i>Success Examples</i>
<b><i>Identify companies that can potentially benefit QQQ.</i></b>	Connect QQQ leadership with worldwide businesses.	<b>Waste Management SSS CCC</b>
	Provide detailed research and analysis of a company's size, products and services, leadership, capabilities, financial strength, distribution, revenue growth, and so forth.	
	Analyze strategic fit.	
	Identify opportunities (networking, leveraging, competitive, and collaborative).	
	Prepare and get signed NDAs. (non disclosure agreements)	<b>BBB</b>
	Prepare PowerPoint presentations (and related – Excel, Word).	<b>ETET</b>
	Prepare and discuss reports and recommendations	
	Prepare, get agreement, and signatures for MOUs. (memoranda of understanding)	<b>BBB</b>
<b><i>Improve Business and Partnership Relationships between QQQ and current and new companies.</i></b>	Develop and maintain solutions to enhance relationships. (joint ventures, strategic partnerships)	<b>HP</b>
	Develop and implement solutions to enhance relationships.	<b>Partnering Indicators Job Aid (see Exhibit 1)</b>
	Deploy conflict resolution for "stuck" relationships.	<b>Hitachi</b>
	Find/create new ways to connect and communicate.	<b>Hitachi</b>

## Business Development, *contd.*

<i>Actions</i>	<i>Sub-Actions</i>	<i>Success Examples</i>
<b><i>Negotiate Contracts for QQQ with current and new companies.</i></b>	Analyze contract difficulties or opportunities.	
	Conduct contract negotiations.	<b>AIAI</b>
	Improve contract terms.	<b>Dallas – increased margin from 15 to 30%</b>
<b><i>Develop market, industry, and sub-sector studies</i></b>	Assemble research team.	<b>Drs Home and Williams</b>
	Identify comprehensive set of information – country/region analysis, cost of entry, technology, trends, financial opportunities, and so forth. Conduct industry sector analysis	<b>8 studies with 56 experts and 19 graduate students</b>
	Produce and deliver reports.	<b>MMM study</b>
<b><i>Provide Trend Monitoring.</i></b>		<b>IT, ICT industry, hardware, software</b>
<b><i>Business Plan Development</i></b>	Work with QQQ, AIS, and ACS business units to develop/enhance business plans.	<b>MVMV</b>
	Work with QQQ, AIS, and ACS business units to size new opportunities identified in Business Development research.	
	Develop new business plans for new, specific business opportunities.	<b>KEV</b>



## Business Improvement

### Improving Efficiency and Performance of QQQ

<i>Actions</i>	<i>Sub-Actions</i>	<i>Success Examples</i>
<b><i>Organizational Development</i></b>	Provide support for reorganizations and restructurings.	HHH
	Provide ideas to achieve tighter integrations between organizational entities.	
	Develop plan and implement solutions to achieve tighter integrations between organizational entities	
	Analyze organizational performance and integration problems.	
	Plan interventions.	
	Implement and monitor solutions.	
<b><i>Collaboration</i></b>	Develop and implement programs to improve collaboration and partnering, within current companies, between current companies, and with new companies.	
	Identify ways that QQQ, AIS, and ACS companies can leverage their assets together to enhance QQQ.	
<b><i>Productivity</i></b>	Identify tools, technology, and business processes (BPM) that will drive business productivity and performance. For example, reducing travel by using "virtual meeting" ( <i>Interwise</i> ).	BBB
	Build business cases and plans for these new tools, technology, and business processes.	
	Implement the tools, technology, and business processes.	

<i>Actions</i>	<i>Sub-Actions</i>	<i>Success Examples</i>
<b><i>Talent Management and Training and Development</i></b>	Recruit managerial talent.	
	Identify performance gaps.	
	Identify and implement opportunities to integrate "traditional" classroom instruction with web-based solutions (e-learning and virtual instructors).	
	Propose learning (classes and courses) and coaching solutions to close performance gaps.	
	Develop (build) and/or purchase classes and courses.	
	Implement solutions (including class and course delivery) & ongoing programs to improve managerial, and employee performance.	<b>Motivation and Sales Training Programs for HHH</b>
	Find and distribute articles and materials on various business subjects ( IT, management, and so forth).	<b>ARAR and HHH</b>