



## Helping Clients Build High-Performing Businesses

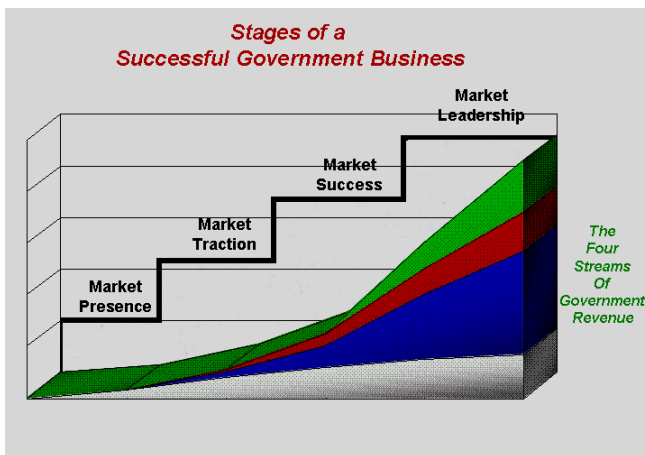
**ReachSolutions** is a unique management consultancy that helps Fortune 1000 companies launch and build high-performing businesses. We provide strategic, organizational and operational consulting and comprehensive business assessments to help our clients increase revenue, improve operational and delivery effectiveness and achieve greater market value.

We help our clients:

- **Reach new markets**
- **Reach optimal performance**
- **Reach strategic results**



## Helping Clients Reach the Next Level



Business is not revolutionary; it is evolutionary. Successful businesses do not just rise out of nowhere; they are built over time, with the proper blend of strategy, organizational development and operational excellence applied at each stage of their evolution.

Businesses evolve through stages, reaching new levels of success. At each stage, these businesses face unique opportunities and challenges. At each stage, businesses must learn to tap into the broader range of revenue streams. At each new level, businesses need to refine their strategy, evolve their organization and implement new levels of operations in order to address these unique opportunities and make it to the next level. **ReachSolutions** helps clients reach their next level.

**Contact Us**  
**ReachSolutions, LLC**  
7540 Potomac Fall Road  
McLean, VA 22102  
703-893-4114  
[rsilverman@reachsolutions.com](mailto:rsilverman@reachsolutions.com)

## Summary of Consulting Services

Strategic Management Consulting	Organizational Management Consulting
<p><b>ReachSolutions</b> leverages our knowledge, expertise and leading-edge strategic thinking to help organizations develop innovative and focused business strategies that result in clearly differentiated strategic positioning and sustainable competitive advantage.</p> <p>Some of the areas in which we can help our clients design market-leading strategies include:</p> <ul style="list-style-type: none"> <li>• Integrated strategic planning</li> <li>• Go-to-market business strategies</li> <li>• Partner/channel strategy</li> <li>• Sales strategy</li> <li>• Strategic positioning</li> <li>• Marketing strategy</li> <li>• New product/service area strategies</li> <li>• Federal and state &amp; local market strategies</li> <li>• New growth engine strategies</li> <li>• Strategic investments, mergers and acquisitions</li> </ul>	<p><b>ReachSolutions</b> leverages proven experience in designing, building and leading large, highly successful organizations to help clients do the same.</p> <p>Some of the areas in which we help our clients build high-performing organizations include:</p> <ul style="list-style-type: none"> <li>• Business area organizational design and development</li> <li>• Management recruiting</li> <li>• Sales force development</li> <li>• Sales force/territory alignment</li> <li>• Compensation consulting</li> <li>• Partner/channel organization development</li> <li>• Consulting/service organization development</li> <li>• Designing and implementing low cost organizational structures</li> <li>• Sales methodology development</li> <li>• New organization launches</li> </ul>
Operational Consulting	Business Assessments
<p><b>ReachSolutions</b> leverages our proven experience and expertise launching, growing and managing successful operations and business functions that consistently exceed objectives to help clients achieve the same level of success. We provide operational consulting advice to our clients and can help clients review major operational areas. For select clients, we will even take responsibility for launching major business functions or initiatives and transitioning it to a long-term manager.</p> <p>Some of the areas in which we help our clients implement high-performing operations and business functions include:</p> <ul style="list-style-type: none"> <li>• Managing/coordinating government business launches</li> <li>• Instituting strategic account/program review and management programs</li> <li>• Implementing lead generation programs</li> <li>• Implementing channel partner programs</li> <li>• Implementing proposal management processes</li> <li>• Implementing marketing programs</li> <li>• Contract/vehicle positioning</li> <li>• Business planning, budgeting and investment analysis</li> <li>• New product/service launches</li> </ul>	<p><b>ReachSolutions</b> provides a variety of business area and business function assessments to help our clients determine whether they are operating optimally and to identify opportunities to become more effective.</p> <p>Some of the areas in which we provide these assessments include:</p> <ul style="list-style-type: none"> <li>• Market feasibility assessments</li> <li>• Overall Government program assessments</li> <li>• Strategy assessments</li> <li>• Marketing program assessments</li> <li>• Sales function assessments</li> <li>• Won/Loss Analyses</li> <li>• Channel program assessments</li> <li>• Delivery risk assessments</li> <li>• Account/Program assessments</li> <li>• Management and organizational assessments</li> <li>• LT business development assessments</li> <li>• Lead generation assessments</li> <li>• Opportunity assessments</li> <li>• Competitive assessments</li> </ul>

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