

Enterprise Analysis is a business consultancy focusing on small to mid-sized companies in the construction industry. We help businesses improve performance and achieve their growth objectives. Each client engagement is unique; customized to your company based on its level of sophistication, where you are in the company's life cycle and the talent base of the organization. The scope of an engagement may be a targeted focus, developing one specific area of the business. However, all engagements begin with a complete **Enterprise Analysis**; a "deep-dive" into all aspects of the business, identifying opportunities for improvement and paradigms that can choke innovation and progress. This critical examination is derived from two sources - complete disclosure of company data, records and reports through a due diligence style investigation and key employee interviews. It is a no-nonsense evaluation of your company. Areas of focus include:

> **People**

- Organizational Structure
- Company Culture
- Company Policy
- Compensation
- Training & Employee Development
- Leadership Training
- Performance Evaluations

> **Process & Systems**

- Sales, Estimating & Pricing
- Time Entry & Payroll
- Operating & Capital Budgets
- Procurement SOP's
- Financial Management Reporting
- Key Performance Indicators
- Job Cost Reporting
- Scheduling

> **Product**

- Operational Quality & Efficiency
- Market Segment Analysis
- Customer Analysis

> **Finance**

- Risk Management
- Financing Terms Negotiation
- Sales & Use Tax Compliance
- Surety Management
- P & C Insurance Management

> **Strategic Planning**

- SWOT analysis
- Competition analysis
- 5-Year Plan
- Succession planning

As a member of the ASAMW Professional Council, Ken offers free advice to Subcontractor Members in these areas. Additionally, a special program is being offered to ASAMW Members for companies under \$60 million in revenue; an outsider's perspective of your business with **The Ten Top Things** you can do to improve your company's performance. The evaluation takes one day on-site and requires advance due diligence, owner engagement and key employee interviews. The cost is \$2,400. For more information contact Ken directly.

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Is your company achieving breakthrough performance?

Are you delivering a double-digit profit margin?

Is your leadership team accountable?

Are you an "Open Book" company?

Is your culture one of discipline?

Are you skilled problem solvers and implementors?

Are information systems effectively integrated and deployed?

Do you have predictive reliable sales reporting?

Have you developed and shared a 5-year strategic plan?