

An Introduction



How can I maximize growth & profitability?

How do I deliver on investor expectations?

Is our business strategy sound? What are we missing? Where are the holes?

What is our best growth strategy: new products, new markets, acquisitions, added sales capabilities, better marketing?

Will the same sales & marketing strategies that got me to \$10 million get me to \$100 million?

Does my company have the operational performance, processes and leadership it needs to grow to the next level?

These are questions that keep CEOs up at night.

Harvest can help.

Turning **Vision** into **Value**

Profile

Harvest is a **Growth-Strategy Management Consulting Firm**. We help companies accelerate growth . . . and turn vision into value.

Our Focus

- CEO's of small-to-mid-market, privately-held companies
 - With annual revenue of \$5 – \$150 million
 - In high-technology, information services, healthcare and consumer products
 - Primarily located in the Southeast U.S.
- Clients that gain the most from our services
 - Businesses with high potential
 - CEO's with a strong desire to scale and build enterprise value
 - Are confident of their own capabilities, but understand how they can benefit from additional experience, expertise and resources

Our Experience

- All Harvest Partners and Advisors have:
 - A minimum 20 years of business experience
 - Fortune 500 experience
 - Been C-level executives in early-stage and mid-market companies
 - Been successful founder entrepreneurs

How We Do It

Harvest delivers results using our simple, yet powerful, approach: Listen, Discover, Assess, Advise and Implement.

- **Listen** – to understand goals, challenges and aspirations of management/ownership.
- **Discover** – knowing what questions to ask and exploring in the right areas.
- **Assess** – includes analysis using our proprietary analytic models.
- **Advise** – alternatives, solutions, priorities, recommendations.
- **Implement** – roll up our sleeves and help execute.

Services Include

- Develop / refine business model and/or growth strategies.
- Strategies to accelerate growth through mergers & acquisitions.
- Capital plans for fueling organic growth and/or M&A activity.
- Product and Market Development.
- Sales & Marketing including:
 - Customer Acquisition
 - Sales Diagnosis
 - Market Opportunity Assessment
 - Marketing Strategy Development
- Fractional Executive Services (e.g. CEO/ COO/ CSO/ CMO)

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