

Expediting Execution Input

lifting success to the next level



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Introduction

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Mark McLean
Founder & Principal Adviser

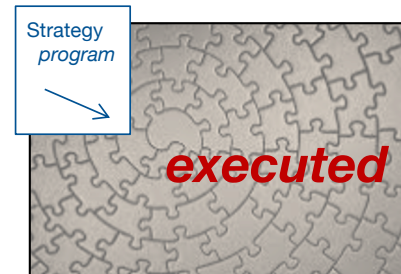
Need and role

Further strategic input into a strategic program's execution fast tracks that execution, bringing its rewards sooner, by holding the strategic intent sharply focused, and resolving the inevitable detail issues of the strategy that emerge. This potent benefit manifests across many elements of execution.

We provide this expediting input, across :

- *facilitating program wide execution support* —
 - Program stream facilitation
 - Sounding board for emerging issues
- *confirmatory proposition | concept investigation* —
 - Market potential estimate
 - Offering design
 - Competitor economics reverse engineering
- *harnessing to full effect the digital pathway* —
 - Digital strategic requirements definition
 - 'Disruption' potential' assessment
- *inorganic / merger & acquisition augmentation* —
 - Strategic due diligence
- *optimisation of operational delivery* —
 - Strategic metrics definition
 - Delivery model optimisation
 - Return drivers optimisation
- *engagement of investors and others required to fund the organization* —
 - Proposition articulation
 - Investor presentations
 - Funding propositions

Expediting execution input across these and other elements of execution, utilizing decades of experience of providing supporting strategic input, that bring forward the full rewards of strategic programs in execution, all achieved with efficiency in time and cost, discreetly, and with minimal disruption to the organisation in the execution process.



Need & role ●

Process ●

Profile ●

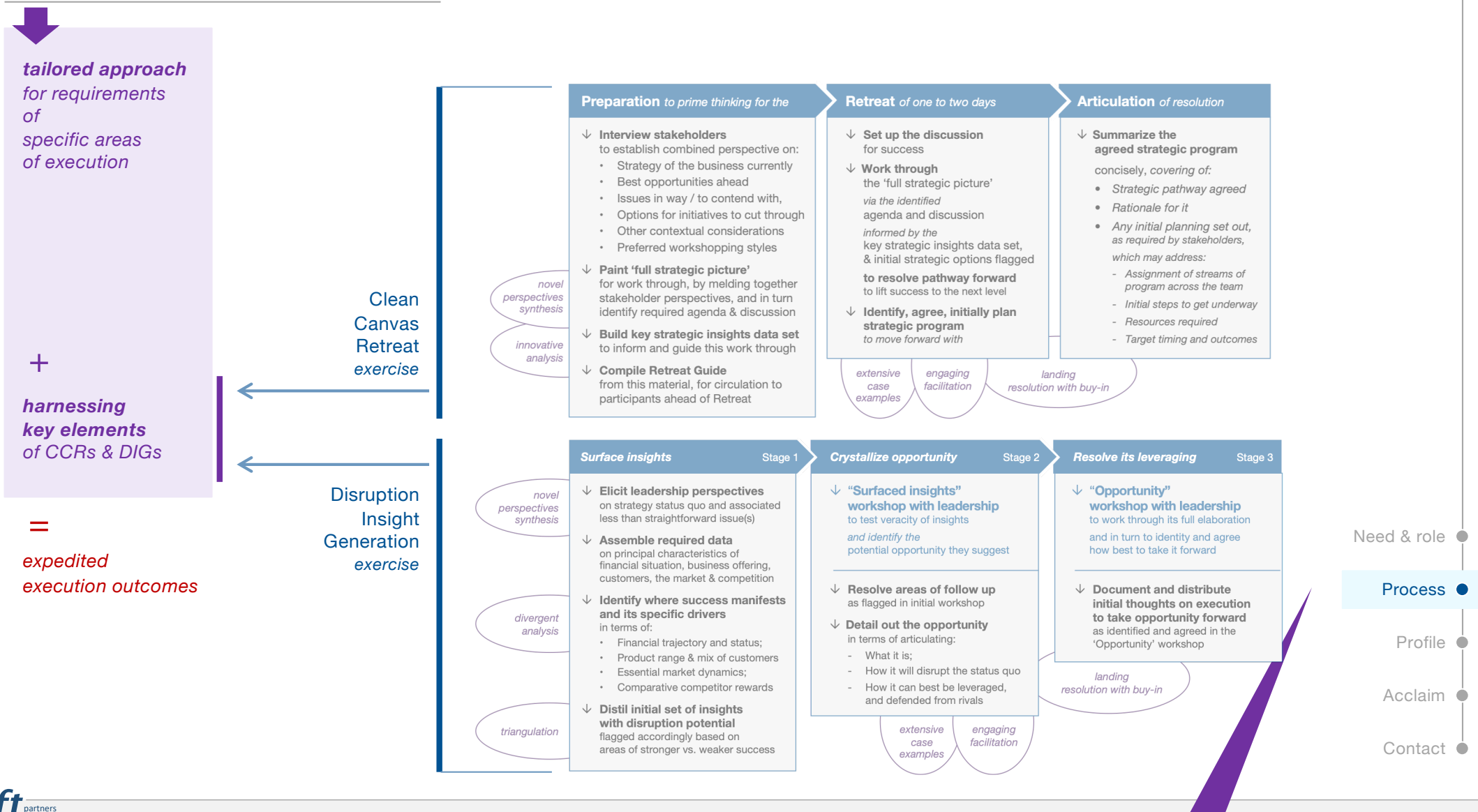
Acclaim ●

Contact ●

The process

‘Expediting Execution Input’ exercises are all unique, given the diversity of their areas of application.

Accordingly, we work to your requirement with regard to process, and where and as appropriate, elements of the Clean Canvas Retreat and Disruption Insight Generation exercises are utilized, leveraging the key ingredients that make these exercises successful.



Profile

lift partners is a boutique strategy practice, specializing in innovative strategic analysis for moving and disrupting industries and markets to advantage, together with facilitating creative and impactful intellectual engagement within leadership stakeholder groups.

The practice was founded by Mark McLean over three decades ago.

Mark's earlier career was spent across three leading international management consultancies, and most formatively with the, strategy specialist Pappas Carter Evans & Koop (PCEK), an off spin of BCG and McKinsey, PCEK becoming BCG's Australasian offices.

The experience of the practice spans all the fundamental challenges of strategy confronted by Boards and Leadership Teams, across a diversity of organisational types, business models, industry sectors & settings, *a sampling provided below.*

Industry sectors	Leadership challenges	Business models	Organisational types	
<ul style="list-style-type: none"> - food & agriculture - packaging & closures - educational services - health services <ul style="list-style-type: none"> > medical devices > dental > complementary > medical research > public - membership services - property investment, services & operations - financial services <ul style="list-style-type: none"> > superannuation > funds management > insurance > research > corporate services, tax, accounting > education services - specialist recruitment 	<ul style="list-style-type: none"> - industrial services - manufacturing - enforcement services - human resource consulting & services - security - it digital - creative services - sports administration - environmental assets management - metals recycling - travel - publishing - apparel - furnishings - motoring & related products & services 	<ul style="list-style-type: none"> - optimisation - growth - turnaround - competition mastery - disruption - new business development - merger & acquisition optimisation - strategic due diligence - collaboration - CEO transitioning - technology leveraging - leadership development - strategic metrics - initiating new operation - high stakes pitching for major new business - investor presentations 	<ul style="list-style-type: none"> - retail - wholesale - service - manufacturer - outsource provider - start up - alliance / JV - private equity investee company 	<ul style="list-style-type: none"> - private - public - mutual / not for profit - government - offshore entity / multi-national 'local in country' operation

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Acclaim

Our exercises – across Clean Canvas Retreats (CCR)s, Disruption Insight Generation (DIGs) and Expediting Execution Input (EXIs) – find application across a diversity of organizational settings and business challenges.

Ultimately, the best arbiters of the value they generate are those who apply them.

Below are “assessments of value generated” from a sampling of these arbiters.

*Chairman
Resources*

“We got very much further than we could have alone. It provided an excellent launch program for our new CEO.”

*CEO
Packaging*

“Thank you for your superb effort yesterday. I was delighted with the progress made during the day and with the conclusions reached by the Board.”

*Global CEO
Corporate
Services*

“Mark is one of the best strategy/management consultants I have had the pleasure to work with. He will interrogate the numbers more, and add value through insights on the business, financial ratios, quality of earnings and so on.”

*Chairman
Superannuation
Services*

“You did a really excellent job. Not only did you bring a great summary document together in very short order, but you and your process guided us to positive outcomes. You showed great tenacity to get there, resilience and a lot of common sense and insight.”

*Director
Educational
Services*

“Just a quick note to express my appreciation for your able facilitation of the Retreat. Leaving aside the insightful business analytics that were compiled in a relatively short timeframe, I found the graphic presentation and modelling of complex relationships most impressive.”

*CEO
Manufacturing*

“Watching your process of ‘bringing everyone along’ was a pleasure to see unfold. This, and the other observations you shared with me preceding yesterday have also been very beneficial for me in terms of understanding how powerful good management style can be to achieve outcomes.”

*MD
Private Equity
Investee*

“Our private equity directors were very impressed with the briefing pack and your facilitation of the Retreat.”

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Contact

There is considerable flexibility in the approach that can be used for these exercises, to align to your specific objectives.

If you see a potential role for an 'Execution Expediting Input' exercise with your colleagues and business, and would like to explore how the process might be tailored to your organization and business, please don't hesitate to reach out.

We very much look forward to the opportunity to make your acquaintance.



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