



# Moving up the Value Chain

November 13, 2015  
Palm Springs, CA



Jason Clayton, Prudent Technologies & Consulting



Steven Laine, Future State

## Definitions



Staffing

Professional Services/  
Solutions



Why?



How do you still sleep at night?



Measuring & Managing Risk  
Scope & Change Control  
Scale, Consistency & Repeatability

## Don't Forget!

Sales Team & Strategy  
Recruiting & Delivery  
Communications  
Has Your Audience Changed or Expanded?  
Internal/ External



## I Wish I had Known.....

Projects: Planning, Prep & Flexibility

People: Impact on the Hiring Model

Branding/Marketing: Reflect the Promise

Investment: Pay for Your Future

Over Communicate: Internally & Clients

## Results (So Far)

