



# Alliances Progress Overview

February 2013



**ALLIANCES  
PROGRESS**

# Alliances Progress Introduction

- Welcome!
  - My name is Troy Gautier and I am the founder of Alliances Progress.  
[www.linkedin.com/in/troygautier](http://www.linkedin.com/in/troygautier)
  - Alliances Progress is a professional services firm which provides a platform for independent consulting companies around the world to come together to grow their revenues and capabilities. [www.alliancesprogress.com](http://www.alliancesprogress.com)
  - Alliances Progress has strong expertise and extensive experience in designing and building international strategic alliances, ecosystem partnerships, large scale bid consortiums and member firm organizations.
- Purpose of this presentation
  - To provide an overview of Alliances Progress and the creative collaborative business models we employ.
  - To present a Member Firm Organization which is designed to provide a growth engine as a third option between organic growth and acquisitions:
    - Build your growth – open new offices, hire new people, develop internally new services
    - Buy your growth – find and purchase new companies, merger & acquisitions, integration
    - Partner to grow – develop strategic alliances, channels and partnerships

# Who is Alliances Progress?

- A Professional Services Firm
  - Alliances Progress is a consulting company, owned and operated by Troy.
  - Our clients are mid-sized business & technology consulting companies.
  - Our vocation is to help Member Firms to grow their revenues and capabilities.
  - Our value resides in deep expertise, a strong international network and hard work to transfer business opportunities and proven solutions into your target markets through advanced collaboration frameworks.
- Credentials
  - Troy has been designing and implementing highly successful international strategic alliances for 20+ years:
    - Member Firms – designed, built and optimized a global strategic alliance partnership of independent consulting firms for Highland Worldwide as the Executive Director
    - Consulting – sold and delivered hundreds of projects as a Partner with Cap Gemini Ernst & Young and a Vice President for Darwin Partners Consulting
    - Professional Services – managed major accounts and large teams for SolomonEdwardsGroup as a Business Development Executive



# Alliances Progress Membership Model Process

Scan > Scope > Commit



- SCAN to find the right type of companies to become Member Firms of Alliances Progress



- SCOPE to discuss the “give-get” model and fully understand the roles and responsibilities of Membership



- COMMIT to a mutually satisfactory strategic alliance partnership of equals to the benefit of all

# Target Profile Characteristics for Membership

- You are a mid-sized professional services firm well-established in your local markets, with a partial global presence and want to grow faster
  - You are a privately held, independent business / technology consulting company
  - You have a strong, solid business foundation and a good leadership team
  - Your clients are loyal and you have a relationship based sales / delivery model
  - You can benefit from your existing alliance framework via Alliances Progress
- Culture and History
  - You are a strong, mature player in your markets, and would like to expand into additional markets: new geographies, sectors, global accounts, service offerings...
- Benefits and Value Potential
  - You could derive immediate and long-term value from Alliances Progress Membership and by working with other Member Firms:
    - international notoriety, global reach and capabilities, exposure to other ways of working
    - new business opportunities, deepen and broaden industry coverage, key accounts
    - expanded service offerings, complementary skills and subject matter expertise
    - shared client references and credentials, professional qualifications





# What's in it for You?

## Alliances Progress Value Proposition

### For your Clients

- Access to an international resource pool of subject matter experts
- Deeper industry knowledge, best practices and trends
- Broader functional skills across the C-suite and projects for their direct reports
- Serve them anywhere in the world, at any time

### For your Consultants

- Fun and exciting to be part of an international team of similar professionals
- Shared best project management practices, tools & methods
- Increased value for a career path to be part of an original and unique world-class global team

### For your Organization

- Articulate and implement the local-global business model
- Be a Member Firm of an innovative, original partnership model
- Opportunity to expand your human capital potential / recruiting
- Participate in larger bid opportunities with more strategic impact on your client's business

# Alliances Progress Member Firm Organization

Each Member Firm has three levels of involvement



- CEO and/or MD assumes the lead role in the Strategic Alliance
- Attends executive and/or Board meetings and is active in the Alliance
- Partners and/or Principals providing content in the Global Communities
- Attend international summits and share subject matter expertise
- Member Firm Team of professionals and/or other outside partners who promote the Alliance and input case studies and project samples

# Alliances Progress

*You are what you believe and become what you do day after day*

## VALUES

- Alliances Progress believes the Client is the most important asset
- Alliances Progress Membership must be both productive and fun
- Alliances Progress promotes independent thinking and teamwork
- Alliances Progress respects you as an individual, your company, your brand and your clients...and expects reciprocity
- Alliances Progress believes in a “give-get” model – and wants all its Member Firms to embrace it in good faith and practice it with consistency

## MISSION STATEMENT

***“Alliances Progress exists to help its Member Firms provide:***

- ***better service to their Clients,***
- ***an international platform for their Consultants,***
- ***strong, consistent and sustainable value to their Organization.”***



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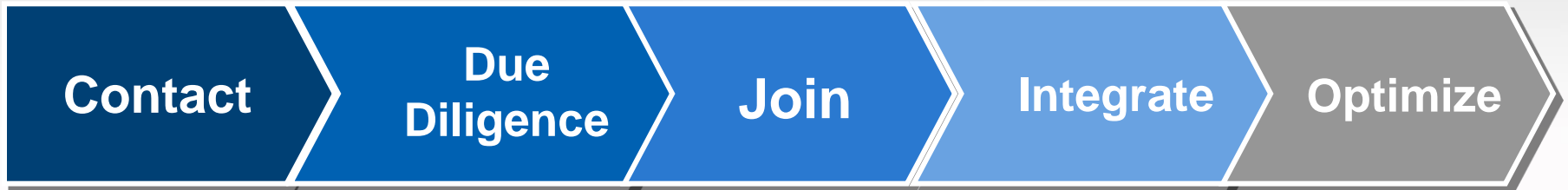
# Alliances Progress Membership Joining Process

## High Level Process for becoming a Member Firm

- Candidate Profile
- Geography & Culture
- Management & Ownership
- Timing & Motivation
- Initial Meeting & Discussions

- Sign Membership Agreement
- Designate Alliances Progress Relationship Executive
- Set Up Strategic Alliance
- Road Map / Value Mapping

- Work Directly with the Member Firms
- Lead Joint Dvpt Efforts
- Play an Active Role in Future Orientations



- Sign Mutual NDA
- Continue Discussions
- Check Backgrounds. Credentials, References
- Determine “Give-Get” Model and Applications

- Meet the Member Firms
- Plan and Execute Events
- Share Best Practices and Intellectual Capital
- Attend International Summits

# Experience in International Ecosystems and Global Alliances

Examples of major international projects led by Alliances Progress founder

## International Member Firms

- Process – recruit, contract, integrate, optimize a new Member Firm partnership
- Results – 11 Member Firms, \$650M in consolidated revenues, \$16M in shared projects, 12 international communities, 18 thought leadership documents, 6 new service offerings, 15 key account reviews and 14 resource exchanges

## Target Operating Models

- Process – find, discuss, negotiate, bid, close, set-up international delivery team to design and implement a new target operating model for an insurance client
- Results – \$1M project, 10 consultants from 4 different Member Firms, new service offering for best-in-class organizational redesign ; advertizing and resell value

## Business Transformation

- Process – design a creative collaborative solution to sell and manage a strategic execution project for an international industrial goods company
- Results - \$10M project, 18 countries, 12 langauges to transform a product company into a services firm, global leadership workshops ; strategy, process and technology

## Strategic Alliance Management

- Process – determine market potential, negotiate contracts and implement solutions for strategic alliance agreements for a global consulting systems integrator
- Results – global service level and commerical agreements between a professional services organization and major software and technology companies ; estimated commercial value in excess of \$50M ; considerable growth of internal capabilities

# Thank you for your time and consideration!

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