

Abbot/Partners...

...provide your company with sophisticated management capability when needed/as needed.

Your Need

Today, with downsizing and high staff costs, companies of all sizes have weak points in their management teams' capabilities. With the current complex and competitive business environment, it is essential that all companies maximize their strengths and minimize their weaknesses. Whether the weakness is in administration, finance, marketing, sales, production planning, product development, international business development, strategic planning or corporate culture management/evolution, Abbot/Partners may be the answer.

Our Mission

The mission of Abbot/Partners is to cost effectively augment its clients' management teams with executive(s) who possess a broad range of talent and sophisticated experience on an as-needed/when-needed basis. If the need is permanent, Abbot/Partners will initially provide an interim executive(s) to get working **now** and will recruit and train the necessary executive(s) to provide a long term solution.

Our Terms of Engagement

Abbot/Partners prices are reasonable and within the budget of our clients. Because of our experience, a good deal of the work we perform for our clients is "predictable". Thus, there are built-in economies of scale which we are able to pass on to our clients.

Our Skills

Business Startup

- Business plan development
- Funding
- Business plan implementation

General Business Management

- Daily operations
- Department co-ordination
- Supervision of:
 - Finance function
 - Legal function
 - Negotiations
- Capital facilities planning, programming and development
- Organizational analysis and development
- Workflow and productivity improvement
- Program design and evaluation
- Management systems development and operation
- Project management
- Policies and procedures analysis

On-going Business Development

- Analysis of static business situation
- Development and implementation of plan to get from here to there
- Real-time performance tracking and feedback systems

- Real-time adjustment based on results
- Corporate culture management/evolution

Marketing

- Package design and development
- Collateral design and development
- Market definition
- Product formulations
- Product positioning
- Niche market definition
- Pricing strategies
- Advertising
- Community and media relations
- Internet strategy development and channel management
- Web design
- Web maintenance
- Web marketing

Sales

- Franchise system development
- Channel development
- Program development
- Short- and long-term goal-oriented quota development
- Team development and management

Production

- Quality Assurance/Quality Control
- Production planning
- Co-ordination with sales planning
- Inventory control
- Process development and control
- Vendor development
- Value analysis/management

International

- Opportunity definition
- Strategic and tactical plan development
- Trade finance
- Relationship development
- Government requirements
- Negotiation
 - Private sector
 - Public sector
- Supervision of project implementation
- Progress assessment and adjustment
- Geographic emphasis
 - Asia
 - The Americas

Constituent Management

- Public affairs
- Community relations
- Governmental affairs

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