

process overview

“Your process developed an outstanding strategy in a short period of time. It was just what we needed to reposition our company for growth.”

- Keith Duggan, CEO, Wired Capital

Our process was designed for you. Capitalize on your opportunities.

Business is complex and fraught with challenges. But in the complexity lies the ultimate paradox. Challenges can be your greatest opportunities. The 3SIX0 Advisors methodology creates clear perspective and understanding to turn challenges into opportunities.

We Say No.

Our process was developed with your ultimate success in mind. It's not enough that our collective experience and knowledge apply to your situation. We require our clients' willingness to expose their company to scrutiny. 3SIX0 Advisors will only work with companies that are capable of embracing powerful change.

Internal Assessment

Step 1 Scope and Situation Review

Get to the heart of the issue...quickly!

Your senior team of 3SIX0 Advisors subject matter and situational experts starts with a thorough review of the objectives. We will examine your corporate dashboards and learn the metrics by which you measure success. Any necessary items to complete the corporate profile will be requested and explained.

Step 2 Internal Discovery and Assessment

Days, not months.

In a matter of days, your 3SIX0 Advisors team penetrates your organization with in-depth interviews throughout the relevant areas of your company. We expose the attitudes and perceptions that exist at each level in the organization and learn what drives your corporate culture.

Step 3 Creating Clear Perspective**Turning challenges into opportunities.**

Internal perceptions, discrepancies, and gained insight are overlaid against your original objectives to identify core challenges and turn them into opportunities. Your 3SIX0 Advisors team uses clear perspective and a proven rapid evaluation process to formulate a number of viable scenarios beyond the original hypothesis and obvious assumptions, and prepares them for market validation.

Step 4 External Validation and Critical Analysis**We ask the right questions and listen for what isn't said.**

Customers, prospects, lost customers and competitors – everyone with influence over your business – are probed with customized discussion guides for insight into their perceptions and beliefs on your current state. Our third-party status also allows us to collect accurate, unbiased responses, both aided and unaided, and test scenarios that lead to breakthrough strategies.

Step 5 3SIX0 Strategy and Recommendations**Clear, concise, and comprehensive.**

Your 3SIX0 Advisors team formulates strategic recommendations custom tailored to your situation and your ability to execute. Our strategies are designed to be clear, concise, and comprehensive. All strategies are scrutinized by a 3SIX0 Board Review comprised of team leaders and senior strategists. This process ensures unbiased perspective and completeness.

Step 6 Implementation Review and Results Measurement**Made for the real world... not the bookshelf.**

The entire process is promptly completed in a number of intensive weeks – not laborious months. Our focused attention allows you to accelerate your ROI. 3SIX0 Advisors strategies address functional departments and provide actionable steps and measurement criteria for immediate tactical implementation and to ensure successful follow-through.



“3SIX0 saved our company. Our stock price went from 37¢ to over \$5 a share.”

- Richard Nance, CFO, General Automation