Advisor Advantage Company

advadvco.com

Product Operations Services & Architecture

RAPIDLY MOVING OPERATIONS TO MEET YOUR STRATETGIC AND OPERATIONAL GOALS

Many businesses struggle with finding a solution to the problem. We believe that the challenge can be understood rapidly and a solution defined with far less effort than typical consulting arrangements. *Why?*

We've been there, lived it, and solved it multiple times. We guarantee we can bring value & the path to SUCCESS for your Team!

⇒ 3-Step Success Model
⇒ Process & Tech Gap Plan
⇒ Team Gap Plan
⇒ Talent Gap Plan
⇒ Metric Gap Plan
⇒ Individual / Team Coaching
⇒ Acquisition Evaluation

Product Development

We work to solve the following with your Team:

- Moving from early stage product-development-led to product-management-led
- Moving from a 5 to 15 customer product to a customer product solution
- Building in "just-enough" product management to meet market requirement needs
- Creating the product roadmap to aid the sales cycle & support company plans
- Migrating from earlier stage product platform to a new leading edge platform
- Solving the product completion at implementation challenge
- Leveraging gaps and issues into improvements in process & technology use
- Evaluating products for acquisition and their fit with existing software

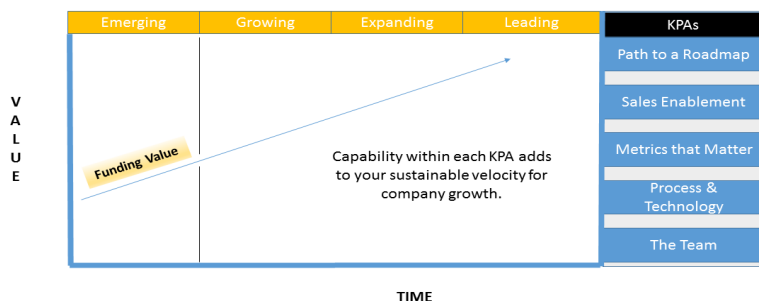## Services

We work to solve the following with your Team:

- Driving revenue and profit at all stages of your company's growth cycle
- Creating customer-centric thinking in the roles, the process, and engagement project management
- Moving from installing products to implementing solutions
- Partnering with product development to remove implementation snags
- Sizing & configuring for the customer's needs
- How to manage on-time & on-budget while managing customer expectations
- Understanding change & managing it
- Leveraging staff strength to highest implementation efficiency & profit
- Assuring adequate internal & external status communications for the record
- Moving from loss, to break-even, to profit on implementations

Architecture

We work to solve the following with your Team:

- Separating architecture services from product functionality
- Considerations for platform change and the plan to get there
- Defining & deploying an extensible architecture in product development
- Evaluating acquired or to-be acquired platforms and estimating the integration costs to the business
- Creating an architecture team that will survive and thrive in development
- How much & what research is needed for the questions we need to answer

AAC Growth Model

Emerging	Growing	Expanding	Leading	KPAs
				Path to a Roadmap
				Sales Enablement
				Metrics that Matter
				Process & Technology
				The Team

VALUE / TIME / Funding Value

Capability within each KPA adds to your sustainable velocity for company growth.

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Please call for a free consultation