

Business Transitions

THE CHALLENGE: Even companies with an enviable market position may suddenly find they must address a shift in technology, market preferences, or socioeconomic trends.

- **They must be prepared to address such challenges as how they will respond when traditional barriers to entry to its markets suddenly collapsed and new competitors appear on the scene.**
- **Or deal with the challenge of having its margins erode with the commoditization of its products.**
- **Or respond to market shifts from a demand for single point products to a demand for a suite of products wrapped together as a solution.**

These shifts often demand a company make significant changes in their business strategies and priorities. At the same time the leadership must be prepared to drive those organizational transitions that ensure their company has the *capacity* to execute successfully on these new business directions.

SERVICES JHG PROVIDES:

We provide the consulting support to help companies' leadership successfully drive these organizational transitions.

- **We help you define the 'current state', by doing a front-end business and organizational diagnostic that builds a big picture summary of emerging business shifts, and identifies the company's particular vulnerabilities, given its current ways of operating and the maturity of systems and processes.**
- **Then we support you in a process to fully describe what should be the 'future state' and in what areas will the organization need new capabilities to succeed on its new business directions.**
- **We help you clarify the gaps between current and future state and the specific changes that need to be made for a successful transition.**
- **Finally, we help you develop plans for building key competencies and for driving the required organizational, operational, and cultural shifts.**

San Francisco Office
100 Spear Street, Suite 935
San Francisco, CA 94105



San Jose Office
4855 Atherton Avenue, Suite 208
San Jose, CA 95130