

Experience and Expertise of Principals & Associates

Business Planning and Governance

City of Winnipeg
Microcell
University of Manitoba
Government of Manitoba

Project and Risk Management

Industry Canada
CanTalk Canada Inc
City of Winnipeg

Change and Process Renewal

Government of Manitoba
Industry Canada

e-Business

Commerce Design
CanTalk
MTS Advanced

Wireless and Internet

Ericsson
Manitoba Telecom Services
Telus
Hong Kong Police

Affiliations

Project Management Institute
Canadian Association of Mgmt. Consultants

Ver. 1.1

alpha's Litmus Test for Redefining the Core

The business environment today calls for management teams to adapt quickly to the endless changes. We present the following litmus tests for determining when serious consideration to redefining your organization's core may be in order:

- Are top-tier venture capitalists funding businesses with the avowed intent of attacking a segment of your core business?
- Are sophisticated recruits in interview discussions asking tougher and tougher questions about your fundamental business model?
- Is a new competitor beginning to gain surprisingly rapid market share in a marginal segment of your business that you once controlled?
- Are steps in the value chain that you once considered core now being unbundled and controlled by specialists?
- Are there fast-growing adjacent customer segments that you once were able to serve but that you now could not compete for without adding to your capability?
- Are there potential legal or regulatory changes that could eviscerate your competitive position of your core business or your ability to compete for the next logical extension of your business strategy and growth plan?

If a management team can answer yes to two or more of the above questions, the odds are that a realignment of the core business is in order.



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**alpha consulting
inc.**

*Success through partnership
with excellence*

Business Planning and Governance

Project and Risk Management

Change and Process Renewal

e-Business and Wireless Internet

alpha is...

A results-focused team of experienced, well-educated professionals with a solid history of providing strategies and solutions to management and executive teams. By using modern proven methods, seasoned expertise and technologies, we deliver our services on time, within budget, and of the highest quality.

alpha will...

Make your organization more effective, successful and competitive in your markets by helping you to:

- Refine your strategies and focus
- Maximize using your collective knowledge
- Leverage and empower your staff
- Refine and renew business processes, and
- Optimize technology
as part of a total business solution.

alpha Excellence...

Alpha's experienced associates will hit the ground running to complement your management team. We have honed our skills, developed our expertise, and earned our successful record with large and small clients in the public and private sectors.

Corporate Governance

Does your governance structure meet the needs of the modern business environment? Effective corporate governance structures, strategies, and practices enable companies to steer their way through the labyrinth of ever changing market realities.

Alpha excels with teams assessing and redeveloping management structures to facilitate faster and more successful decision-making. Most organizations have business plans but too often these plans become their liability! Does your business plan make a positive contribution to the bottom line?

Business Planning

Is your plan a useful tool for keeping on track to achieve your organization's goals and objectives and still leave you room to capture opportunities?

Alpha will make a meaningful contribution to your bottom line by mentoring and assisting you to develop and work a plan that brings measurable results.

Risk Management

Is your bottom-line at risk? Risk management used to mean learning from past mistakes and making sure that "it never happened again". Today, organizations command leaders to look forward into the unknown future to anticipate and navigate around unknown risks.

Alpha's experienced consultants will work with and mentor your leaders to sharpen their skills to identify and manage sources of risk and plan for contingencies.

Change Management

Will the business environment outpace your organization's ability to implement needed change?

Alpha will identify and help you remove the barriers and establish those factors that are critical for successful change in your organization. We will leave you with the tools to make your change readiness your competitive advantage.

e-Business Support

e-Business does not simply mean having a commerce-enabled Internet store-front. It means extending your market reach, improving your service quality, and reducing your transaction costs as ways to become more successful and competitive in your market.

The **Alpha** team has the experience needed to help capture competitive advantage with e-business approaches on a scale appropriate to your situation.

Business Process Renewal

Is your organization struggling to meet stakeholder expectations, remain market relevant and competitive? Most organizations have processes that are obsolete today.

Alpha's team will quickly help you develop business processes best leveraging your organizational strengths and resources. Then we will work with you link your processes to your business goals, strategy and effectiveness measures.

Wireless Internet

The internet and wireless technology offer organizations an unprecedented opportunity to meet the needs of clients more accurately and cut costs dramatically.

Alpha consultants have been a part of the internet and wireless revolutions from the beginning. We will provide you with the intelligence, strategies and implementation support to serve your clients better and improve your bottom line results faster than your competitors.

Project Management

Does your organization have the experience and tools to bring that new project in on time? In budget?

Alpha consulting inc. does. Our team of professionals has implemented major software and hardware systems. We have met the challenges and can guide your project managers and executive sponsors. Or if needed, we can manage the overall project for you from beginning to its successful end.