



THE SOLUTION

## About Value Integrators

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- Based in Santa Clarita, CA
- Creating NEW value through people, process, and technology & data
- Driving by aligning and unlocking unique business value
- Women Owned Small Business





Reduce **failure rates** & maximize **capabilities** with the right **systems** and **program management**, engaging **people** & **data** in the process.





## The Problem

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### Failure Rates are High for New Businesses and IT Projects:

- 20% of new businesses fail in first 2 years, 45% in first 5 years, and 65% in first 10 years. Only 25% of new businesses make it to 15+ years<sup>1</sup>
- Over 50% of IT projects fail or marginalize the investment <sup>2</sup>
- 17% of IT projects can go so bad that they can threaten the very existence of the company.  
(McKinsey)<sup>3</sup>

#### References:

1. <https://www.investopedia.com/financial-edge/1010/top-6-reasons-new-businesses-fail.aspx#:~:text=According%20to%20the%20U.S.%20Bureau,to%2015%20years%20or%20more.>
2. <https://www.objectstyle.com/agile/software-projects-failure-statistics-and-reasons>
3. <https://www.business2community.com/strategy/project-management-statistics-45-stats-you-cant-ignore-02168819>





# THE SOLUTION





# Capabilities

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## PEOPLE ENGAGEMENT

- Change Management
- Talent Profiles and Strategic Meeting Agendas and Methods



## SYSTEM IMPLEMENTATION

- Project Management
- Business Analysis
- Blueprint and Design Facilitation
- Testing and Quality Assurance



## PROGRAM MANAGEMENT

- Strategic Prioritization
- Decision on Strategic Direction
- Management of Resources
- Understand & Engage Efficiencies in Operations



## IDEA GENERATION

- Brainstorm to Create New Ideas and Solutions
- Whiteboard for Product Development and Enhancements
- Explore Market/Niche Integration Possibilities



## BUSINESS & DATA ANALYSIS

- Re-Engineer Processes and Organizational Structures
- Leverage Data to Provide Enhanced Reporting and Analytics



# Methodology

## Understand

### Beliefs and Culture

We go into your land and absorb your culture, objectives, and desires for the future. We take on an element of learning to ensure we can represent and drive home your successes in a manner aligned with your culture and vision.



## Workshops

### Landscape and Strategy

We work with the key personnel in each area of importance outlining the current landscape from a process perspective. We outline the infrastructure from system and data perspective as well and request the organization structure to support.



## Statement

### Goal and Objective

After understanding your company and its setup, we generate a statement of agreement to ensure our understanding and the company's intentions are aligned and can unlock value decided upon by the organization set forth in the goals and objectives.



## Transition

### Sessions and Reporting

This is where we selectively meet with subject matter experts to document and interpret the plans to undertake to realize those objectives. We collaborate with the owners of each area to ensure it will be received and adopted by each member and effective change management is realized.



## Finalize

### Plans of Action

Now we undergo multiple phases of execution on the plans developed and thoroughly test each phase before continuing on to ensure quality work is produced realizing the value determined by the business leaders.



## Determine

### Evaluate and Assess

We go through and analyze whether or not the work completed did what it was actually intended to do, record the results of that evaluation, and transform the organization in complete communication on the events taken place to ensure no person or entity has an issue with the work and return on investment.





Follow the path to success with Value Integrators





## Leadership

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Sarah Patterson, MBA, PMP

Founder, Program Management and  
Business Administration Expert



Brian Holler, MA

Managing Consultant, Marketing and  
Business Development Expert



Alpie Atabay, PhD


Brand, Corporate Communications  
and Fundraising Consultant





## Discussion

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- Do you need to minimize project risk?
  - Are you having issues with revenue growth when you have a strong product and successful customer testimonials?
  - Do you have low margins or margins that could be expanded?
  - Is productivity low? Are employees overburdened and/or not engaged?
  - Have you experienced challenges with projects not meeting the business expectations?
  - Can project challenges be avoided and mitigated?
  - Do you think you need to put in place or improve your marketing campaign?
  - Are you unhappy with your IT project processes & resource engagement?
  - Do you need to align your *perceived brand image* with your designed brand identity?
  - Do you have gaps in terms of business development and lead generation?
  - Do you need to maximize the potential of your resources?
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## Let's Find The Best Way To Work Together!

Teaming up with Value Integrators means having leading program management, marketing, IT, brand and growth strategy experts in your corner. **There are a few different ways we can join forces:**

### A. Accelerator

An Upgrade to Your Board of Advisors

You have a vision and a great team. Now is the time to turn that vision into achievable goals, map out strong growth & exit strategies and direct your workforce towards a cost-efficient execution plan. Value Integrators will be integral parts of your virtual boardroom and your in-house think tank, providing ground support to your leadership and co-directing projects.

\$1,500 /4 weeks

### B. Business Booster

- to Take That *One Giant Leap*

Need some extra help implementing the wonderful ideas we came up with? We are here to provide the mastery and craftsmanship to help reach your goals ASAP. When all hands are on deck, you basically get an extended crew on board to propel your business towards the next level. We will work together to strategize, create, lead-generate, deliver and succeed.

\$4,875 /4 weeks

### C. *All Hands on Deck*

- from Brainstorm to Execution

Our most comprehensive campaign and program management scenario that minimizes risks. It also includes our specialized data conversion and analytics services.

*Custom*



## Next Steps

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- Have Interest? Questions?
  - Fill out a questionnaire to see how our customized solutions can help drive impact.
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Call Us: (424) 272-0907

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[ValueIntegrators.com](http://ValueIntegrators.com)