

“A corporation is a living organism; it has to continue to shed its skin. Methods have to change. Focus has to change. Values have to change. The sum total of those changes is transformation.”
- Andrew Grove, former Chairman, Intel Corporation.

“It's very hard to get organizations to change. And it takes really a very powerful mandate to force things to happen.” John Malone, Chairman, Liberty Media Corporation.

Until 30 years ago for a business to be successful all it took was more hard work than the competition. Labor was cheap, easy to find and employees stayed until they retired. It was also a typewriter and paper world. Talk of computers struck fear in the heart of every employee wondering if they could be replaced by something that took no coffee or lunch breaks and never called in sick.

Business is going just fine, why should my business change?

Today there is a growing shortage of skilled knowledge workers that will only get worse as baby-boomers begin to retire and drain knowledge from the workforce. In January 2007, CNNMoney.com reported: “Some experts blame the slowdown in the economy on labor constraints – companies couldn’t expand as fast as they wanted due to a lack of workers with the right skills.”

There is little anyone can do about the population of knowledge workers. Employers have already started bidding up compensation for talented workers in short supply. But, there is plenty that can be done to make the shrinking supply of knowledge workers more productive.

Enterprises need to be properly designed to allow their executives, managers, supervisors and laborers to be their most effective. That does not come from working harder. That comes from computerized tools that increase productivity at every level, as well as gather powerful information for reporting operational and financial results. Spreadsheets and off-the-shelf accounting software are only a little better than typewriter and paper for enhancing productivity. Productivity - effective thought and action - come from powerfully designed systems that reduce costs as well as provide valuable information without additional costs.

What is “enterprise design”?

Powerful enterprise design ensures that business owners and executives think and act effectively to take care of all fundamental and specific concerns of a business at low cost. Effective enterprise design not only prevents failure, but provides opportunities for great success.

Is your business designed for effective care of the following fundamental business concerns and practices?

- Powerful standard practices to lower the costs of doing business;
- Continually accumulate market knowledge;
- Planning for marketing, sales, products and services and the effects on the balance sheet, profit and cash flow;
- Develop operational and financial metrics from which to measure success;
- Engage expert help;
- Hire, educate, train, provide necessary tools, and compensate personnel to be “A” players;
- Continually improve competitive advantage;
- Systems to provide for accurate, timely information (not just data) for better operational and financial choices;
- Capitalize with financing appropriate to the business; and
- Business succession.

These concerns are fundamental to all businesses. A failure to take care of any one of these concerns causes breakdowns in several others.

EDG provides expert help.

Enterprise Design Group was formed to help business owners who are too busy or don't know where to begin to transform their companies' cultures to do business in the current, ever-changing, always-competitive marketplace. Grant Getman brings over 30 years of business experience, accomplishments and innovation to small and medium-sized businesses.

Mr. Getman is a certified public accountant whose nine years of professional practice focused on financial and tax issues for privately-held businesses. Since professional practice, Mr. Getman performed as the senior financial executive in industries including sand and gravel, real estate, and construction equipment rental. Mr. Getman developed a talent for successfully working through the difficulties brought on by operating losses and cash flow shortages. The successful turnaround of troubled companies proved to be satisfying, but not as satisfying as the cultural transformation that is possible when the fallacies of common-sense business practices are debunked and replaced by effective uncommon enterprise design.

In addition to business commitments, Mr. Getman continues to be a student of business. Mr. Getman devotes significant time each week to formal study with other accomplished business owners and executives from around the country in continuous improvement and practical application to business. One truth that we accept is that business owners and executives will either pay for education – in the form of very costly business mistakes, or they will pay for education by hiring the best teachers who are also successful business practitioners.

Enterprise Design Group exists to help business owners design and implement strategies to transform their enterprises to avoid threats, fulfill obligations and exploit opportunities. Many business owners don't see threats to their survival until that “...*very powerful mandate to force things to happen*” comes from a third-party – like a banker who is concerned about repayment of his loan. Successful, strategic-thinking business owners know to seek help before that kind of threat surfaces.

How do I know if I need EDG's help?

Is your compensation strategy designed to increase productivity? Do your profit producers have the tools they need to minimize unproductive time? Do your employees know what you expect of them? Can you show them how they performed compared to your expectations? Can you grow revenue without hiring additional profit consumers? Do you have the information at hand to run your business and is it dynamic? If your enterprise design is powerful and effective, the answer to each of these questions would be, “Yes, let me show you.” Business owners are eager to demonstrate powerful enterprise design to customers, vendors, lenders and prospective employees. Powerful enterprise designs produce assessments of trust.

If you are thinking about installing comprehensive software to improve operations this is the perfect time to re-design your systems and transform your company culture. If you are not thinking about it yet, why not?

If someone called you today to buy your business, would it be ready to sell? We believe that a business should be “sale-ready” at all times. With the proper enterprise design, it will be and it won't need to be “dressed up” to get the best price. Often, the best time to sell a business is “now”.

Most business owners have a significant portion of their net worth, and therefore their plans for retirement, invested in their businesses. The most current thinking in retirement planning requires that you have 25 times your desired retirement income invested in addition to your business value at the time you retire. For example, if your desired retirement income for the 30 years you will need to fund is \$100,000 per year, you need investments of \$2.5 million to keep from running out of money before you run out of breath. If your retirement depends on your business, your business needs to be structured to thrive without you.

Running a successful business takes a lot more than producing revenue and no one does it alone. If you think we can help, we probably can. We'll give you our assessment of whether we can help – FREE. Just call.