760Blue

Capabilities Document

Contact Information
Matt Ahlers
Managing Director

1807 River Watch Ln
Annapolis, MD 21401

516-695-7450

mahlers@760blue.com

Website: 760.Blue

Core Competencies

760 Blue is uniquely poised to assist senior executives make and execute decisions to optimize their organizations. Focus areas include:

- **Strategy Consulting:** Strategic advisor for board members and company officers. Partner with senior leaders to frame issues, develop fact base, and provide actionable recommendations.
- **Data Analytics and Visualization:** Data cleaning and analysis, Insight Discovery, Key Performance Indicator (KPI) development and Management Dashboard design.
- **Procurement:** Zero based budgeting, diagnostic of savings opportunities, vendor qualification, and execution of competitive procurement process including vendor negotiations.
- **Business Operations:** Workflow design, piloting of new processes, business assumption testing, and change management.
- **Talent Strategy and Organizational Design:** Architect organizational structures, design and implement plans and programs focused on talent development, succession, performance, and leadership. Create talent strategies that promote growth and expansion.

Examples of Past Performance

- **SaaS software**: Deployed custom cloud based software, trained customers, and managed contract requirements.
- **Strategic Sourcing:** Conducted market assessment, sourced, and negotiated partnership deals with 3rd party Cyber Security Providers.
- **Sales Operations Transformation:** Deployed analytics and best sales practices to increase B2B renewal Sales >20%. Redefined sales stages and provided enhanced visibility to size & quality of sales pipeline.
- **Business Strategy:** Developed comprehensive financial model, management projections, and fundraising strategy with the founder of a high growth analytics firm.
- **Customer Experience Ops Transformation:** Raised customer Net Promoter score from 59 to 70 percent.

Differentiators

- Top 3 Consulting Skillset (i.e. McKinsey) at affordable price
- Headquartered in the Greater Washington area
- Data scientist skillset (Tableau, R, STATA, SPSS, Excel)
- PMP and CM certifications