

Operational Management Experts



Sheri Adams, president

An entrepreneur for nearly thirty years, Sheri Adams formed and managed successful businesses ranging from software to gourmet chocolate, and is a respected innovation leader and spokesperson. Sheri started her career in Australia managing the architectural design firm for the Sydney Opera House. On her return to the US, she spent fifteen years managing accounting and law firms before starting Adams Consultants in 1991. Sheri is a frequent lecturer and speaker on entrepreneurship at universities and conferences. Her work has been honored with awards in both leadership and technology.

Successful, but a bit crazed?

Busy, but not effective?

Is there potential, but a lack of process, technology or organization?

Adams Consultants can help.

what we do:

- Identify revenue streams
- Streamline operations
- Create actionable strategies for business success
- Bring in needed resources to execute strategies
- Implement systems that are accountable and repeatable
- "Backfill" senior management responsibilities
- Relieve owner/management stress by managing their success

our clients:

- Sole proprietors, family owned business, closely held private companies, typically \$5-\$15 million in revenues
- Institutional investors—angels and venture capitalists—who need infrastructure within their portfolio companies
- Companies wanting to leverage the Internet
- Declining businesses
- Retail, professional services, distributors, technology and software

A^C adams consultants
Creating Cash From Chaos™

Reduce Effort. Maximize Profit.

Success Stories

making
productivity
pay off

A software company had an underperforming arena of their business. We studied the product, conducted customer interviews, then worked with their development team to integrate required changes. We additionally created internal systems to re-launch the product and manage sales and marketing efforts.

Results:

- Product is now considered the "industry standard"
- Sales increased dramatically
- Internal systems improved productivity and employee retention

accelerating
growth

A startup needed to get to market six months earlier than planned. We coordinated efforts between management, operations and development, took on the role of overseeing web design and development, and instituted a quality control system.

Results:

- Launched the business on time
- Exceeded first year customer projections (from 5,000 to 120,000)
- Reduced returns to 10% below industry average
- Helped raise \$10 million in funding

"Your work with the myShape teams to identify strengths and weaknesses and prioritize the areas that improve cash flow and grow revenues effectively was invaluable in getting myShape to the next phase of growth."

Louise Wannier • CEO • myShape

"You help innovate and develop strategies for growth and impact. I consistently meet or exceed revenue goals. You act as a mentor and guide. You have become an integral part of my strategy team."

Marc Lesser • ZBA Associates
(Author of Zen of Business Administration)

"Your innovation and leadership in guiding ProVisor's web strategy has helped us grow and continue to increase value to our members."

Gordon Gregory • Managing Director • ProVisors

"Without you and your development expertise and experience establishing new processes and procedures, we might have failed. Instead, we won an award! You can't beat that."

Bill Carmichael • CEO • American Surety



adams consultants

Creating Cash From Chaos™