

**maxim**  
CONSULTING GROUP

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**Improving Business  
Performance**

## ABOUT US

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Maxim Consulting Group is a team of seasoned construction professionals who have worked with hundreds of contractors to help them improve business performance. Through this experience, we have identified and synthesized industry best practices and codified them into a systematic process that we implement to suit specific client needs that drive improved business performance.

## STRATEGIC FOCUS... Establish Your Direction

The construction industry continues to increase in complexity – projects are more complicated, schedules are tighter, and pressures on margins continue. Success in this environment requires a plan that will secure adequate work with reasonable margins that can be delivered consistently. This combination yields a business with predictable results and an opportunity to scale. Said differently, a contractor that can sell adequate work with reasonable markup and execute consistently in the field and in the office will win.

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### STRATEGY

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Delivering sustained above industry average profitability requires that the company have a clear vision of which markets, which customers, and which service offerings customers are willing to pay for. Strategy answers these questions.

### BUSINESS DEVELOPMENT

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Your company's business development efforts should be tied to your strategy. Your sales and marketing staff will be active in securing work and it is the executive teams' role to identify and secure transformational accounts.

### LEADERSHIP DEVELOPMENT

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Structure follows strategy. Your organization must have a structure that supports the chosen markets, customers and core competencies. Leadership development ensures an adequate pipeline of talent is available in pursuit of the company's vision and mission.



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## **ORGANIZATIONAL DEVELOPMENT FOCUS...**

### ***Achieve Operational Excellence***

Operational excellence is achieved by developing and implementing best-in-class systems and processes that are flexible for different types of work, scalable for different size projects, user friendly, and cost effective.

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## **BUSINESS PROCESS REENGINEERING**

As projects become more complex, organizations must remain flexible by revising internal practices into more productive, consistent and reliable methods, resulting in reduced project risk and increased profitability. With standards, a company can improve results, train staff, and measure for compliance and results.

## **PROJECT EXECUTION**

With standardized process and procedure in place in each of the critical functions – get work, do work and keep score – a contractor can now consistently deliver projects and improve customer satisfaction, profitability and the scale of work in the portfolio.

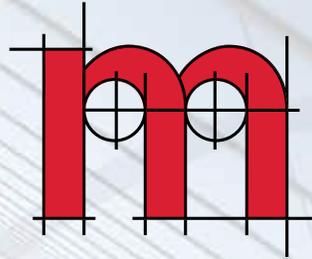
## **PREFABRICATION**

Prefabrication is an answer many contractors are pursuing to respond to market challenges by driving cost efficiencies that make them more competitive. Developing or streamlining prefab facilities will help you avoid pitfalls and accelerate the development of a lasting competitive advantage.

## **INCENTIVE COMPENSATION**

When properly instituted, incentive compensation should link employee behavior to the corporate strategy and long-term results. The alignment of compensation systems and desired behaviors based on and funded by company profitability is crucial to achieving corporate objectives.





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CONSULTING GROUP

*Building Better Builders*

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Maxim Consulting Group strives to be your trusted advisor. Our goal is to help you become a more successful, profitable builder. We will help you to unlock your business' potential and improve your company's profitability through our comprehensive suite of management consulting services.

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