

GREENCASTLE

SERVICE OVERVIEW

greencastleconsulting.com

ABOUT US...

In 1997, three Army Rangers planned to deliver change to organizations. Rather than just promise it, they guaranteed it through an implementation consulting firm staffed with veterans who had experience executing no-fail missions. Years later, their approach has been overwhelmingly successful to the tune of a staggering 180% growth rate within the company, 350+ projects completed in Fortune 500 and Fortune 100 companies, and an ever-growing list of certifications and awards. And while we're excited about all of the above, what excites us most is delivering results to our clients that align with their definition of success.

As a 100% veteran owned and operated implementation consulting firm, Greencastle isn't just unique because we've all worn a uniform and raised our right hand. It's unique in that we stake our name on doing projects right the first time, every time.

Your vision is our mission, and we're serious about every single mission.

WE LOVE SEEING YOU SUCCEED.

Your success is our success. Our consultants use their training and expertise to deliver projects on-time and within-budget — every time.

Our in-house capabilities include:



PROJECT MANAGEMENT



CHANGE MANAGEMENT



PROCESS IMPROVEMENT



BUSINESS INTELLIGENCE

***Veterani, superare
Veterans overcome.***



INDUSTRIES WE SERVE

- Utilities
- Power and Energy
- Healthcare
- Construction
- Telecommunications
- Managed Application and Network Services
- Information Management Services
- Government



THERE'S NOTHING WE CAN'T HANDLE

We have experienced subject matter experts in each area, all who have worked on critical, no-fail projects and understand the importance of getting stuff done. And how do we do it? Through our tried and tested Implementation Management Model (IMM). The IMM is our proprietary model for tackling seemingly simple to even the toughest project management mountains.

CLIENTS WE SERVE





Project Management

On Time, Within Budget, and in Scope

When businesses have a make-or-break project that must succeed, the first thing they need to figure out is if they're set up for success or doomed to fail. Knowing this information upfront can save both time and money as well as create space to adjust the approach if needed. Having the right approach requires a system that's focused on the right outcomes. At Greencastle, we provide solutions that support the implementation of these systems and enable projects to meet and exceed their strategic intent.

Greencastle created the Six Rights of Project Implementation to guide our practices, and we believe great implementation firms should abide by this foundation:

-The right focus and beginning with the end in mind.

-The right team focuses on people and processes first, and technology second.

-The right data will empower leadership to make well-informed business decisions.

-The right workflows create functional and practical solutions and add value.

-The right impact through implementing a system to measure the rate of adoption and deliver tangible value.

-The right energy to create a buzz and establish early momentum.

Implementations can be replicated but not mass-produced and competent implementation specialists cannot be created after emergencies occur. It's critical to start with a team that understands the importance of these Six Rights and knows how to execute them.



Change Management

Lasting Value of Results

We're continually told change is constant, and change is tough. Even some of the largest, most successful organizations struggle to keep pace with their ever-evolving environment. Managing change requires a specific skill set that organizations likely don't have. Addressing change the right way helps ensure strategic goals are met, and organizations achieve a tangible return on their investment. It's no surprise that effective corporations now realize a deliberate approach to organizational change is a competitive advantage.

At Greencastle, we have a culture that has always recognized the need for an intentional approach to managing change. Every employee in our company is a veteran and that means bringing structure to chaos is in our DNA. Our expert change practitioners are certified to industry standards and have a wealth of experience helping companies create lasting results that "stick" and serve to maximize the real value of change. It's what we've been doing for 25 years. Here's how we make change stick:

- Incorporate a universally accepted change methodology along with tangible reporting metrics that are repeatable and transparent.
- Aid in speeding up integrations and education of stakeholders and team members using experienced Change Management Practitioners who adapt their approach and institute strategies to make change work.
- Use targeted communications and specialized coaching tactics that empower teams to support the change.
- Use our tried and tested Implementation Management Methodology (IMM), to ensure synergy between the Project Management and Change Management disciplines.
- Involve the experts early on to ensure the level of effort required to effectively implement change can be assessed and appropriate resourcing is provided to support this effort.
- Build specific tools and templates designed to address the needs of each impacted group and generate a shared understanding of the change.
- Develop a structured process for surveying impacted groups and taking meaningful action in response to feedback. People feel more valued when they are engaged in the change process.
- Standardize the process for capturing success metrics and ask the important questions upfront.



Process Improvement

Improving the Right Workflows

We know that a process is a series of actions designed to achieve a goal or purpose. As a business function, companies are always executing their internal processes to achieve strategic and tactical objectives.

When project teams are put under pressure to deliver on these objectives, they often neglect the opportunities that arise to improve the way they do business. Employees become accustomed to their processes, so much so that they don't question why they do them or if they can be upgraded or even, eliminated. If the response to the question; "How do you do this and why?" is "this is the way it is" or "that's the way we've always done it," then it's a signal to dig deeper into the established processes and identify those that provide benefit and those that don't.

Greencastle has certified Lean Six Sigma Black Belts and Master Black Belts to help companies optimize their processes. Here's how they work:

- Conduct process mapping to register the total actions, activities, roles, and responsibilities within a single process and produce a visual representation of how they coincide, as a series of steps.

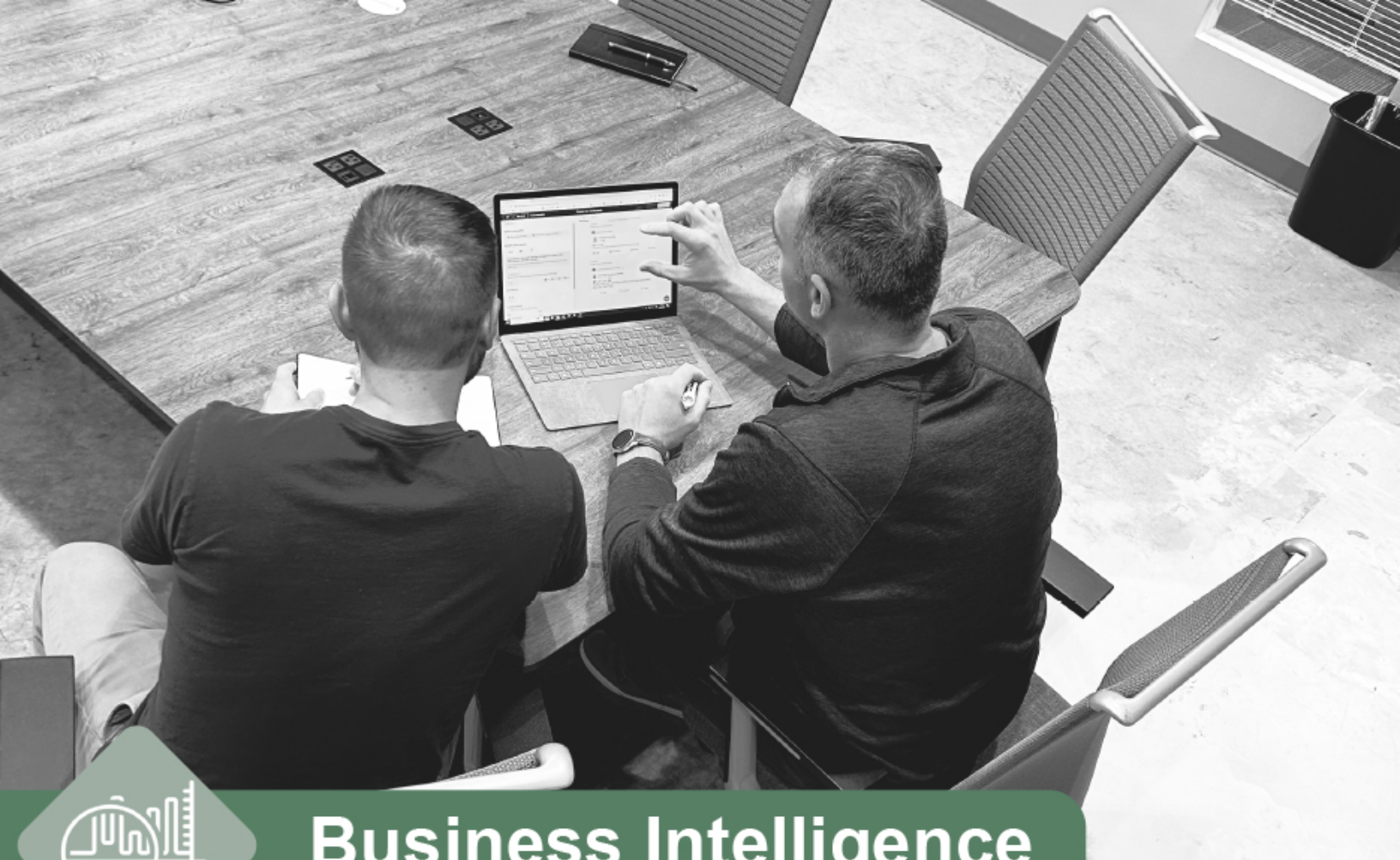
- Apply industry-leading methodologies, like Lean Six Sigma, and utilize technology that's appropriate for the situation, whether it's using a dedicated mapping application like Visio or an everyday tool like MS Excel.

- Develop future-state user roadmaps.

- Complete value stream maps to analyze the current state and design a future state for a series of events from internal process to client or customer.

- Assist teams in implementing targeted measures that are designed to eliminate points of conflict and increase efficiencies

- Build dashboards using KPIs to bring visibility to newly implemented processes.



Business Intelligence

Tell Your Story with Data

Given the continued progress toward a data-driven world, leveraging data to optimize decisions and performance is key. The Business Intelligence experts at Greencastle deploy proven processes and methodologies, empowered by the latest technology, to bring your vision to reality.

Take a look at how Greencastle can bring our knowledge of all things data combined with our project management best practices to help your organization harness the power of your data to make critical business assessments and leverage automation to simplify even the toughest data processes.

-Data governance: Greencastle can help you establish the right Data Governance model to create clarity and solve data management problems. We'll help you establish processes, roles, and responsibilities around your data to lead you to better decision-making, greater efficiency, and increased value without disrupting your business operations.

-Process automation: Greencastle's team of business intelligence consultants are certified in Microsoft Power Automate and are trained to use other technologies to bring efficiency and cost-reduction to your organization through the automation of repetitive tasks that slow your team down.

-Business Intelligence Center of Excellence: If you have analysts spread throughout your organization who all do things differently and have competing priorities from multiple directions, leaving everyone unsatisfied, then a business intelligence center of excellence is for you! A center of excellence will bring together a council of business leaders and a technical "ACE Team" that together will serve to drive alignment and best practice implementation throughout your organization.

-Data visualization: Like most things at Greencastle, there's a process for building reports for the purpose of data visualization. We collaborate with stakeholders to collect all the necessary information and ensure proper training of those who will be using the reports.

TRAINING, TOOLS, & QUALIFICATIONS.

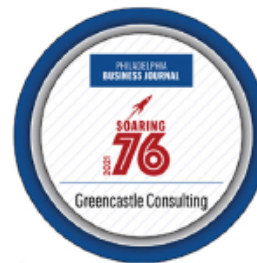
The Greencastle team has over 450 years of combined experience leading people and organizations through challenging initiatives and projects.

Our avantgarde brand of military-focused leadership and implementation consulting helps clients who want to go beyond their own limitations and set a new standard in performance and success in their organization.

We have a team of seasoned military veteran leaders who excel in dynamic and fluid environments. We've taken our collective ability to sift through chaos and turn it into a system to help you focus on action and help your organization reset it's definition of what is possible!



AWARD-WINNING RESULTS



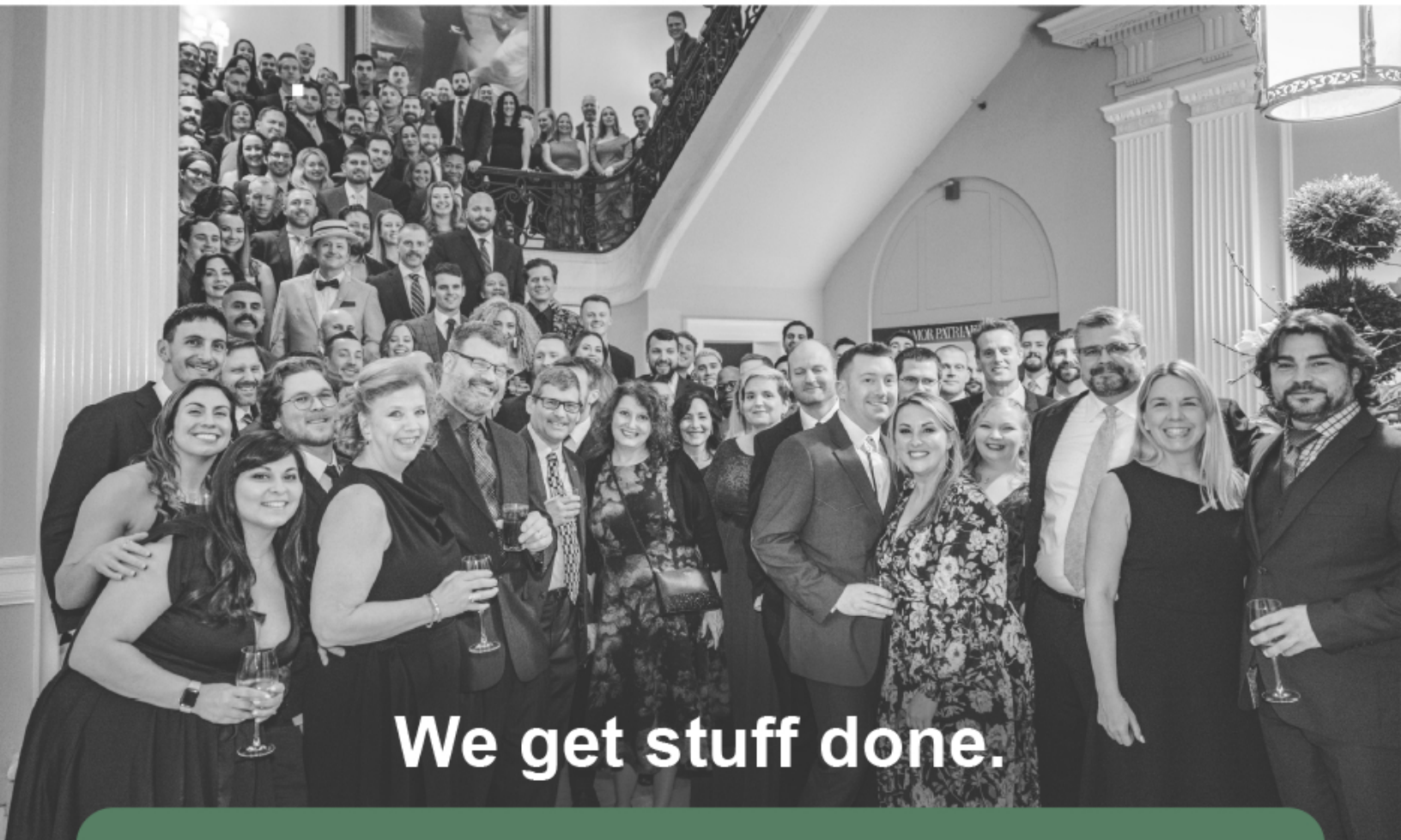
CERTIFICATIONS



Power BI



Project



We get stuff done.

Greencastle Associates Consulting is a 100% veteran-owned and operated implementation consulting firm that tackles critical projects with a unique, military-precision approach. Founded by veterans in 1997, Greencastle provides metric-driven results to businesses looking to maximize growth. We are experts in change management, process improvement and project management. Using Implementation Management as the foundational approach to every project—we help our clients meet and exceed their definition of success. Our team is mission-focused, adaptable, and ready to get stuff done—all while saving you time and driving operational efficiencies.

