

Partners & Skill Sets

Sippel Glidden is a professional business advisory practice, focusing our services on small to mid-sized, privately-owned business clients. The firm's current set of 18 partners has over 600 years of combined, senior technical, management, and executive experience – with exceptional depth in entrepreneurial business, high-tech manufacturing, product development, project/process management, and technical marketing.

Our services are available and structured to help clients to establish and continuously improve key areas of business function in their:

1. Governance/Leadership
2. Strategy/Planning
3. Finance
4. Marketing and Sales
5. Operations/IT
6. Human Resources

Our approach is straightforward, and can be broadly applied to organization-wide problems and opportunities, or targeted at a specific function or issue. Typically, we begin with an **Assessment** of current status, supplemented with available historic performance data, then focus on desired/necessary outcomes, and finally, develop specific plans and recommendations for the changes or new initiatives that close the gap between status and success.

We prefer to work peer-to-peer with executive management, business owners, or their Board of Directors. Frequently, we see real benefits for our clients in forming an **Advisory Board** (on a short/temporary or longer-term basis) to re-establish strategic options and direction, and supplement available capacities to plan and execute success initiatives. Or a more narrowly focused **Advisory Team** might be formed to specifically assist the re-organization and transition of one or two specific areas of business function or sub-function. Typically, for example, a team might be established to assist Client staff with problems/opportunities within; *Marketing or more precisely Lead Generation, Operations or more specifically Quality Management, Finance or most importantly Cash-Flow*, etc. SG engagements are structured to fit client requirements and budget. An initial consultation is provided without fee.

You are invited to review the individual qualifications of the Sippel Glidden executive partners or contact them directly:

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