



# Strategic Consulting Associates

## CORPORATE MISSION

*"TO HELP OUR CUSTOMERS MAXIMIZE THE OVERALL VALUE OF THEIR ORGANIZATION"*

### Experience ■ Expertise ■ Capability ■ Integrity

**Strategic Consulting Associates, LLC (SCA)** is a management consulting and information technology services firm specializing in helping companies improve their market position through the intelligent alignment of business and IT strategies. SCA works with clients to provide innovative, yet practical solutions to their marketplace and technology problems. Working at the intersection of business and technology, our firm's services are centered on solutions structured to address the most challenging issues facing managers of today's organizations in a dynamic, uncertain marketplace.

**Strategic Consulting Associates** is not your typical consulting firm. Founded by experienced senior business and IT executives, SCA understands the challenges facing executives in today's demanding, service-oriented business environment. Moreover, we understand what business and IT executives are looking for from their consulting service partners: you want value through innovative, cost effective solutions; you want professional quality service at a reasonable price, and you want a partner that will be there to help you when you need it most. At SCA, we do not base our success on revenue generation, billable hours or account penetration. Our focus is simple – a single-minded goal to maximize the business value of our client's organization.

*"SCA and our people must drive value in a client's organization in order to be judged successful."*

**Marc C. Williams**  
Founder, President  
Strategic Consulting Associates

### Our Approach

At SCA, our approach to serving our clients is simple. We focus on our client's problems and work with them to build the appropriate solution. At SCA, it's all about the client, all the time.

**We collaborate** with our clients. By taking a partnership approach throughout each engagement, we build support, avoid surprises and ensure momentum to a successful conclusion.

**We focus** on client perspectives and issues of concern to business and IT strategy, management and operations. By understanding the needs of senior business and technology executives, we can develop practical solutions and strategies that align business with IT that meet the needs of the business.

**We dedicate** our teams to one client at a time, drawing on extensive knowledge and proven methodologies. The leadership SCA provides in managing engagements takes full responsibility for the quality of the final result and participates fully from beginning to end.

**We create** custom solutions knowing that no two organizations have the same problems. Our broad knowledge of strategy and operations across many different industries provides objective, original approaches to solving client problems. As experienced senior business and IT managers, our consultants bring a practitioners approach to our client's strategy, operations and management needs, and doing all of this with fewer people and in shorter time frames.

## Service Offerings

### Business Consulting

Strategic Planning  
Strategy Management  
The Balanced Scorecard  
Operations Strategy & Effectiveness  
Offshore & Outsourcing

### IT Consulting

#### Strategy

IT Strategy  
IT Balanced Scorecard

#### Project Services

Project Management  
Project Recovery  
Project Management Office

#### IT Architecture

Application Architecture  
Information Architecture  
System Architecture

#### Staff Augmentation

N-tiered client/server technology  
Web services  
Database services

#### Corporate Headquarters

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## ABOUT STRATEGIC CONSULTING ASSOCIATES

Strategic Consulting Associates is a regional provider of integrated business and technology consulting services in the areas of corporate strategy, Balanced Scorecard, operations strategy, and IT professional services. SCA is committed to providing a seamless approach to these services by combining excellence in execution with continuous innovation to help its clients effectively compete in the 21<sup>st</sup> Century. SCA is in the business of helping clients develop breakthrough performance in their organizations. We do this through innovative problem solving and by implementing technology-enabled solutions to deliver new sources of revenue, streamline business processes, and develop mission-critical applications. SCA has access to best-in-class management and technology professionals to help achieve your organization's goals.