



Capabilities Statement 2012

Contact Information

The Verona Group, Inc. d/b/a C-Level Interim Executives
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Core Competencies

- Strengths in change management, organizations in transition
- In-depth general management and leadership roles in uncertain service environments, organizational efficiency improvement
- Consulting, advisory, management and governance coaching in small and large environments
- Emphasis on sustainable growth strategies at market & strategic levels
- Skilled in developing metric based quality process vision linked to performance and compensation
- Adept in marketing, product development and management, direct and indirect sales channels development
- Oriented toward performance and functionally sized organizations

Differentiation

Increased shareholder and organizational value in all cases

- Leader in *change management* solutions
- *Stood up* two tech service organizations
- Completed *two wired telecom carriers* worth \$450M
- *Reduced expenditures* \$2.5M monthly burn rate
- Proven program *performance* in difficult situations
- Development of *strategic plans*

Summary

A VA certified Service Disabled Veteran Owned Small Business (SDVOSB), C-Level Interim Executives is committed to serving government organizations in need of innovative and timely senior leadership solutions. C-Level Interim Executives provides mature, qualified, results-oriented general management and consulting solutions to business and government customers experiencing extraordinary events, such as an unexpected transition or planned strategic growth. We focus senior consulting services in two key areas: 1) *General Management*: change management, organizations in transition, executive/management coaching, organizational improvement, metric based quality process and 2) *Advisory*: service/product development process, product portfolio management, and sustainable growth plans.

Keywords

Wired Telecommunications Carriers, Net Centric, Interoperability, Administrative Management and General Management Consulting Services, Negotiations, Business Improvement, Marketing Services, Coaching, Change Management, Organizations in Transition, Acquisitions, Quality Service Process, Advisory Services, Corporate, Subsidiary, Regional Offices, Biometric, Security Systems Services

Key Principal: E. Craig Sanders

Proven business leader with a track record of working with organizations in transition: program leadership in building businesses and fixing troubled organizations, identifying and implementing strategic solutions that benefit shareholders in early stage and large organizations. He has led public and private companies serving consumer, business and government markets.

Experience

- *Boston College* – MBA Program, Business Plan Advisor
- *Borg Warner-Wells Fargo Alarm Services* – Leadership at branch/regional levels of fire and intrusion systems, monitoring, cameras, access cards systems, installation, field service, & armed patrol
- *Campus Guardian* – Wireless mobility security app-shareholder, business development advisor
- *EPIK Communications* – Interim Management, wholesale 10GE broadband carrier, change management, network transaction, interoperability
- Management Advisor/Mentor to Entrepreneurs
- *Peoples Telephone Company, Inc.* – Change management, public communications, field service, negotiated multiple business transactions
- *Sprint Communications, Inc.* – Security systems, fire, intrusion, cameras, biometric card access, quality improvement process; program management, network communications, project leadership, channel management-direct/indirect, software-based product development and portfolio management (\$5B), organization in transition, Sprint Quality Process, and numerous acquisition negotiations
- *Utilicom Networks, LLC.* – Sourced funding for fiber broadband network providing video, telephony, and high speed access systems for residential and commercial customers
- *U.S. Army* – Infantry Officer, EW, Crypto Officer & SIGINT Pilot, Captain and Company Commander, Top Secret Clearance
- *U.S. State Department, American Embassy* – Bangkok, Thailand, Top Secret Clearance

Strategic Alliances

We have a team of seasoned professionals in a range of disciplines immediately available to provide specialized expertise.

Corporate Data

NAICS: 515210, 517110, 541611, 541613, 541618, 551114, 561621, VA Verified Service Disabled Veteran Owned Small Business (SDVOSB)