

# CASE STUDY

<b>CLIENT</b>	<b>Full Service Commercial General Contractor</b>
<b>ASSIGNMENT</b>	<i>Consulting Services, Nationwide</i>  This firm approached Nexus Solutions, Inc. with a consulting project because they were interested in Business Development, Strategic Planning and Executive Coaching. They wanted to evaluate their management team and business models, and strengthen their business design and relationships.
<b>ACTION</b>	First, Nexus studied the company structure in order to understand their procedures. Next, Nexus probed to establish a clear picture of the company's target client pool, competition and goals. Additionally, Nexus learned the strengths and weaknesses of the company. Lastly, Nexus performed an in depth evaluation of the employees through the use of personality tests and assessment centers.
<b>RESULTS</b>	Nexus Solutions, Inc. was successful in providing them with a clear picture of the direction and goals of their company. Employees were on the same track and everyone had a clear understanding of their role in the growth process of the organization. Additionally, the evaluation, recommendations and support offered by Nexus allowed the firm to better understand their areas for improvement and how they should be handled. Synergy was created and the management team began working more productively together as a result.