



Case Study Strategic Thinking & Planning

The challenge: The leaders of a specialized medical practice recognized the need for a formal, disciplined approach to planning their future. Although the practice was successful, constant change in the health care industry, emerging technologies, and other factors could impact its future financial health.

The solution: Excellerated Performance provided a robust strategic planning process and Michael Caceci facilitated the practice's management team through a series of interactive working sessions. The sessions included analysis of the practice's operations, its strengths, weaknesses, potential market opportunities and emerging threats. The practice identified critical goals it needed to achieve in a specific time period, and leaders took ownership to complete them.

The result: The practice has a documented and well-defined strategy with specific actions to accomplish its goals. Employees throughout the practice know what to do and who is responsible for achieving specific goals. The managing partner and practice administrator have a plan to move the organization closer to its vision.

What the client says: "Other consultants wanted big bucks, many months and a huge chunk of our time to accomplish this. In two months, Excellerated Performance led our management team through an interesting, enlightening, painless process. We are extremely happy with the results. We have a living Strategic Plan and a clearer direction that we can now share with, and guide, our organization."