

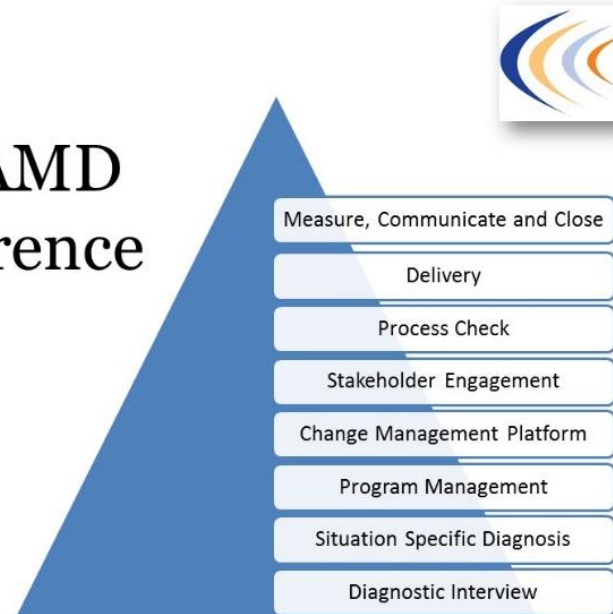


OVERVIEW OF AMD METHODOLOGY

We start with the question. Unlike many large consulting firms, AMD's approach to each assignment is unique to that particular client, their culture, their needs and the current situation. It is not consulting in a box but rather a thoughtful partnership with our clients that honors the institution while providing tools, resources and guidance to move from good to great.

The AMD Difference is in systematic process to product delivery. We start with a question, not with the answer.

The AMD Difference



THE AMD DIFFERENCE: 7 STEPS OF EXECUTION . . . 8TH STEP TO CLOSE.

STEP 1: Structured interview process with key stakeholders to accurately diagnose an open issue that then becomes the burning platform upon which to build a process, solution, change management plan, audit detail, leadership development plan, policy change or any other action related to the overall effectiveness of an organization, team, individual, process or governance.

DIAGNOSTIC INTERVIEW

STEP 2: When the issue has been identified, further in depth investigation is conducted in order to fully understand the expected outcomes and any potential barriers to success of the action.

SITUATION SPECIFIC DIAGNOSTIC

STEP 3: This structured approach applies knowledge, skills and techniques to execute projects effectively and efficiently. It is a strategic competency that AMD brings to projects in order to enable organizations to tie project results to business goals. The 4 key components are setting overall expectations, identifying major milestones, monitoring progress and measuring success.

PROGRAM MANAGEMENT

STEP 4: Change Management is the controlled identification and implementation of any change effort to mitigate any risks to success and meet the needs of key stakeholders to realize a favorable end. Managing change cannot be accidental but rather a plan must be built, in tandem with the project plan to address issues before they arise. Change Management is much more than a communication plan and requires a very structured and monitored approach of understanding, communicating, redirection and measurement.

CHANGE MANAGEMENT



- STEP 5:**
STAKEHOLDER
ENGAGEMENT
- Understanding all key stakeholders and their needs is critical to the success of any deliverable. Regardless of the project, clearly defining stakeholders and their role is the basis for any solid change management or project planning efforts.
- STEP 6:**
PROGRESS
CHECK
- Periodic measurements against outcomes or pulse checks on organizational or stakeholder health will determine continuation of progress as is or if an adjustment is needed to mitigate any risk of failure. This can be accomplished through interviews, online surveys or other information gathering tool.
- STEP 7:**
DELIVERY/
EXECUTION
- The actual execution of any project is one the last pieces in the AMD process. This key detail is why over 95% of our current clients are repeat business. The preparation plays just as key of a role, if not more, than the actual execution. The execution of the audit, training, consulting assignment, etc. is delivered according to the well-established and documented project plan including all actions, owners, deliverable dates, resources and measures. Success is not an accident but rather a thought out, communicated and documented measurable plan.
- STEP 8**
MEASURE,
SHARE AND
CLOSE
- A project is a temporary state rather than an ongoing operational activity. As such, there is a beginning and an end. The success of any project can be measured. Establishing milestones and metrics of success in the beginning allows for measurement against goals at the completion of the project. A final report describing activity and outcomes should be expected in any consulting agreement. AMD's final step in the closure of an assignment is an in-person delivery to the executive sponsor and other identified key stakeholders.