



Entrepreneurial

- Great Products
- Loyal Client Following
- Dedicated Workforce
- Proprietary Technology
- Lack of Process Maturity and Governance



Evolving

- Defined Portfolio
- Acquiring Functionality To Fill In Gaps
- Focused on Go-to-Market Strategy and Sales
- Sustained Delivery Model
- Lack of Front- and Back-Office Integration



Growth & Scaling Up

- Effective and Efficient Operations
- Scalable and Sustainable Infrastructure
- Strong Foundation for Innovation
- Engaged and Empowered Workforce
- Strong Customer Retention
- Metrics-Driven



Innovative Disrupter

- Continuous Innovation
- Maximized Efficiency
- Optimized Organization
- Continue To Deliver Value
- High Customer Retention Rate
- Organic Growth vs. Exit Strategy

Blueprint For Maturity

SA Dillow



Blueprint For Maturity:

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