



**Falcon**

A partner in building real business value

## Equal parts thinking and doing

Growth is hard work. Significant effort and focus are necessary to define, prioritize, and move an organization through growth and change initiatives. Senior leadership is often left wearing too many hats, without enough time or many times, lack the skills internally, that may be required. That's exactly the situation for which Falcon is designed.

Having worked with hundreds of senior leaders over decades, we provide the additional horsepower in finance, accounting, operations, technology, and people systems that you need to get further, faster. Falcon utilizes a systems-thinking approach to better identify the best combinations and strategies around these areas to keep "the good", and shift or evolve what's in the way or not working so well.

growth

## The devil is in the details

Realizing a strategy is only as good as it's execution, Falcon works with business leaders and their teams to articulate and crystallize their vision. Then we put the plan and actions in place to bring that vision to fruition.

Our actions result in clear financial budgets and cash requirements analysis, improvement in your financial, operational, and cash reporting, establishment of relevant KPIs for growth and value activities, defining the right organization structure and staff required today to support growth, and the identification and implementation of improvements that will be most impactful to critical processes. These are just to name a few.

financial leadership

## We help you get from where you are to where you need to be

Transformation can be a tricky business. But Falcon brings a unique outside perspective – leveraging years of change initiatives with cross functional experience. This allows us to support your leadership team with the best thinking, observations and actions that are required to get the job done.

On the ground, we work with your team, to develop clear, simple project plans to define and track transformation priorities. Then, we collaborate with you and your team to implement agreed-upon transformation tasks and goals. This can be as slow or as fast a pace as you want. Falcon guides this work using proven, cross-functional change management methodologies that support successful implementation results.

transformation

*"I've known Robert for over 25 years. He has worked for me both as a consultant and an employee. Robert is smart, has exceptional insight and gets the job done on time. He has impeccable integrity and is a good leader. Anyone with a challenging opportunity should speak with Robert. I would recommend him without hesitation for any CFO or operations assignment."*

Carl LoBue, Chairman, LoBue Group

Falcon brings to the table strong and broad financial leadership experience – including roles as CFO, VP Operations, and Program Manager for global software and service delivery and operations. We work as a trusted advisor to CEOs and leadership teams directly or through their bank, accounting firm, attorney, and investors. In each engagement we are seen as an adjunct team member helping drive financial leadership, business transformation, and growth.

### **Build a partnership with us...**

If you want to understand how Falcon can bring great thinking and quick action to your organization, let's start with a brief review of potential opportunities. Please contact Robert Schildkraut at 516.993.6244 or [robert@falconmanagementllc.com](mailto:robert@falconmanagementllc.com) and visit [falconmanagementllc.com](http://falconmanagementllc.com) for further details.