

Johnson Conley is a national management consultancy regarded by senior executives as trusted advisors to effectively and efficiently solve strategic, management and operational problems in technology and Business Processes.

We offer end-to-end management consulting capabilities across strategy, performance assessment, management and implementation leadership. We are proud to be recognized by industry leaders and clients as a preeminent firm to tackle and solve tough technology issues.

Our proven management solutions are organized into the following disciplines:

Effectiveness

- **Digital Strategy:** developing a digital strategy to align with your business strategy, maximizing the value received from your investment.
- **Business Transformation:** transforming your organization into a high performance team to maximize Digital investments.
- **Automation:** Leveraging robotic process automation, artificial intelligence, machine learning and other technologies in concert with a digital strategy to achieve efficiencies and market leadership with top line and bottom line improvements.
- **Supply Chain Optimization:** Providing full lifecycle support including leading edge goods-to-person automation.
- **Effectiveness Assessment:** an intensive and comprehensive examination of your IT environment to identify strengths and weaknesses, and develop plans for improvement.
- **Project Assessment:** a rapid diagnostic to determine the health of your project, identify problems, and implement correction.
- **Business Process Reengineering:** building business processes that bring competitive advantage and revising or eliminating processes that are ineffective.
- **Security:** assessing and establishing a security management program and providing interim CISO services, to improve your risk profile with comprehensive and certifiable controls tailored to your company.

Management

- **Mergers, Acquisitions and Divestitures:** Leading the from the onset of the initiative through the completion of the transaction.
- **Planning and Integration:** Due diligence, planning and integrating the IT of acquired or merged companies to rapidly achieve business synergy and savings.
- **CIO Advisory:** advising CIOs on a broad spectrum of IT management and strategy topics and providing thought leadership and counsel on key IT issues that affect business results.
- **Interim Management:** supporting top management through offerings ranging from providing a CIO on an interim basis when an unexpected event occurs, to providing turnaround management resources that will quickly stabilize, isolate and correct dysfunctional IT activities and processes impacting your business.
- **Centers of Excellence:** providing top management with a method for quickly and efficiently managing the environment to maximize the benefits of your IT investment.
- **Program Management:** installing a PMO that integrates best practices and processes to efficiently and successfully manage complex projects.
- **Business Resilience:** designing, implementing and testing business resilience processes to support business resumption plans.

Sourcing

- **Sourcing Strategy Development:** creating IT & business process sourcing strategies to enable your business to operate more efficiently and effectively.
- **Sourcing Advisory:** executing a collaborative sourcing arrangement and agreement, from strategy through transition and ongoing operations.
- **Business Process Automation:** providing an alternative solution to business process outsourcing through the use of robotic process automation, artificial intelligence and other technologies.

Leadership is a Matter of Performance

Our representative clients include AARP, ABM, Ahold Delhaize, Claire's, College Board, Feld Entertainment, Fidelity and Guaranty Life, Hilton Hotels, Horizon Blue Cross/Blue Shield, The Jackson Laboratory, John Hancock, MedImmune, MetLife, Peace Corps, Regal Entertainment Group, SAG-AFTRA, Security Benefit, Sysmex, TowersWatson, U.S.Tennis Association, US Silica, Walter Investment, Weber-Stephen and World Fuel Services.

One CEO says: *"The Johnson Conley team parachuted in and took the gun away from my head. More important, the turnaround engagement greatly improved our chances of hiring the right CIO, a critical player in our top management team."*

Another client executive adds: *"The assessment – and interim management – gave our IT staff a chance to participate in and gain ownership of the strategy for which the new CIO was hired. Without it, we probably still would be struggling, focused only on the day-to-day operations, with only half the task complete."*

Our Uniqueness:

- Our consultants have deep line management experience as CIOs and technology VPs of Fortune 100 companies such as American Express, BMW, Ford Motor, Johnson & Johnson, Merrill Lynch, Philip Morris and Procter & Gamble and top systems integrators such as DXC and IBM. Matching the depth of our line experience would be difficult for the "Big 4" and other consulting firms, who have a high percentage of junior consultants right out of college that lack practical field experience. With Johnson Conley, you can be assured we will come up to speed quickly, make appropriate recommendations and be responsible and accountable for achieving success. We have an "edge" as the team who has "been there and done that" and has the vision to look ahead.
- Regarding sourcing, we not only bring expertise through a well-defined facilitation process, but through our leadership and guidance delivered by our sourcing experts. We have worked with our clients to structure more than 50 IT and business process sourcing deals valued at over \$20 billion across various industries, through the entire project lifecycle including contract negotiations and transition. Not every engagement results in an outsourcing decision, but armed with the facts and viable options, your company will be in a position to make the best decision.
- Our abilities don't stop at recommendations. We can continue through implementation in an interim executive management role or by staffing an entire IT organization to complete a transition. We provided day-to-day management of a 450-person IT organization at a major U.S. airline while completing an extensive and successful turnaround.
- We work collaboratively with our clients to implement and achieve tangible results that are important to your business.
- We are sensitive to culture and change issues; we focus on transferring knowledge to our clients to leave an empowered, knowledgeable and motivated team in place.
- We have no junior staff. Our experienced senior staff does all the work, hands-on, bringing in subject matter experts when needed. We reward our consultants on client satisfaction, not on staff utilization.
- IT Management Consulting and client satisfaction is our only business. We are completely independent; not distracted by other needs, priorities or business relationships that could compromise our objectivity or ability to serve the best needs of our client.
- Our consulting team has worked together for many years on successful client engagements and is highly skilled in implementing and executing our best practices, processes and methodologies.
- Johnson Conley prides itself on the long-term nature of our client relationships. As a small consulting firm, we maintain these relationships in a personal way and attribute a high percentage of our growth to repeat business. This achievement is made possible by delivering results and exceeding our clients' expectations.