**ACCELERATING EXECUTION**

**WITH ENLIGHTENED ORGANIZATIONS**

Enlightened organizations sustain and expand their value by making the right investments in people, processes, products and services at the right time. They have a vision at a system level to which decisions are aligned.  As market opportunities and competitive challenges surface, they rapidly deploy capital to execute and as needed to change the way they do their business.

The Larsen Group and Capitalworks have created an ACCELERATED EXECUTION (AE) Program to provide organizations with a new lens to see their potential and discover un-tapped opportunities and resources.   Insightful diagnostics for capital analytics, feasible innovative solutions and rapid yet disciplined program management are the hallmarks of client engagements for enhanced leadership performance.

Acceleration requires real-time, collaborative work across business units as well as relationship networks.  The AE Program team applies analytics to assess and develop the capital required for all implementation stakeholders to ensure success.   Our integrated solutions are not just “Out of the Box”, they are “Out of the Organization” to include clients, partners and suppliers to spur results for a proactive, collaborative and agile implementation program.

The AE Program team understands the risks that can derail success.   We have been both entrepreneurs and intrapreneurs in multiple industries with experience in designing and creating the future for our organizations.  Learning from successes, setbacks, recoveries, aha moments and redirections is embedded into our methods to lower the risk profile.  We guide clients to revisit priorities, address and circumvent obstacles, and work critical path delays in an implementation program to proactively favor on-time completion.

At the core the AE Program repositions organizations for breakthrough performance by helping clients get the right individuals matched to the right tasks.  We assist developing leaders tied to our having often walked the same challenging road that the client’s strategy requires.  Positioning individuals to play to their natural giftedness and motivated abilities, we tie together corporate, product and leadership performance through business analytics, solution engineering and capital development.

In short, execution with consistency and confidence resulting in sustainable transformation.

**CASE STUDIES**

ZARA LARSEN led engagements:

* Creation of a new regional economic development organization architected from merger of multiple chambers of commerce and affiliated offices of tourism, training and development.
* Post-bankruptcy leadership development and succession planning systems for fast recovery, PE-backed global manufacturing company, including digital transformation of performance management and compensation systems.
* Geographic co-location of commercial and military operations, including aggressive talent acquisition campaign amidst accelerating program deliverables and improving production first-time quality delivery.
* Streamlining new product development process while accelerating fast-to-market systems (design for ease of assembly, prototype as production event, factory simulations).
* Qualitative, in-depth research to accelerate the impact of Technical Fellows for new business product innovation.

JIM REGAN led engagements:

* Led acquisition targeting and applied business analytics to conduct due diligence efforts for multiple acquisitions
* Designed and led the implementation effort to consolidate the operations of ten independent operations and created a regional organization
* Developed a set of industry metrics and analytics for the an industry association and then led the design and development of a web based business intelligence platform for the industry’s membership
* Designed and led growth strategy for a holding company and its twelve organizations resulting in over 100% revenue growth in five years.
* Installed a VC new venture evaluation process into a global organization’s IT department that treated major IT projects as new start-ups with project leaders required to submit business plans and strategies for review and approval.

**AE TEAM PROFILES**

**ZARA LARSEN**

Zara is a serial intrapreneur who has served as a business and engineering operations executive in signature global automotive, industrial equipment, transportation, aerospace, defense and consumer products companies.  As a consultant she also has assisted senior leaders of publicly traded, private and private equity-backed companies.  Zara’s expertise transcends boundaries – technology, business sector, functional and organizational – and she has a high tolerance for ambiguity.  Having repatriated in 2017 to the US from Switzerland following a successful company change-of-control where she was EVP Global Head of Engineering, Zara’s organizational development acumen runs deep.  She was Director of Enterprise Effectives for Raytheon Missile Systems and while at United Technologies served as Director of Engineering for Hamilton Sundstrand, Controls & Externals Module Center P&L for Pratt & Whitney, and Worldwide Technology for Otis Elevator Company.   Prior to becoming a VP of Engineering at Emerson, she spent her early career at General Motors progressing from strategic product planner to Assistant Chief Engineer.  Zara is fluent in German and earned the Doctor of Management from Case Western Reserve University, MS in Management from Stanford University as a Sloan Fellow, MS in Mechanical Engineering from the University of Michigan, and BS in Mechanical Engineering from Purdue University.  Zara is known for never being far from rolling up her sleeves to affect execution as a leader, colleague, coach and mentor.  She is passionate about maximizing opportunities for current leaders and employees, and identifying and accelerating the careful integration of new members, specifically leaders to drive business growth and transformation.

**JAMES (JIM) REGAN**

Jim is an executive and consultant with over thirty years of global experience in all aspects of Corporate Development, Business Analytics and Solution Engineering across all functions.  Jim has a demonstrated ability to develop and lead transformative programs in the US, Europe and Asia by enabling leadership in business growth and organizational performance.  He strives to maximize capital value by creating and implementing programs that identify and release an organization’s potential.  The value achieved and directly attributed to programs Jim has led ranges from $3M to $200M+.   He has also led corporate, organizational and contract evaluations/due diligence engagements in support of acquisitions, alliances, stock valuations and performance improvement.   Jim has had long term engagements with clients in automotive (GM, VW), airlines (British Airways, SWISSAIR), transportation (Daimler Bus, IMG COMPANIES), Technology (ACS, T-SYSTEMS), as well as suppliers within each of these sectors.  His executive positions have included being the Managing Director of Business Process Consulting LTD in London, VP of the Forum Corporation in Boston and London, and Assistant VP, First Chicago Corporation.  Jim is on the boards of TIX4CAUSE, a web based Ticket Company, and STATBOARD, a web based business intelligence Technology Company. He is the author of *CRUNCHTIME*, A guide to Re-Engineering, Century Publications, 1996. Jim earned the MS Psychology from Chicago State University and BS Education from University of Illinois, Chicago.