



**Intelligent strategies
for maximizing
shareholder value**

Consultants for Today's Complicated Landscape

Strategic Execution Group (SEG) consults with corporate boards of directors and senior executives to maximize shareholder value.

From strategic positioning to crisis management, SEG cuts through complex and difficult situations and offers clear solutions and effective tactics. SEG does more than offer a point of view; its partners work hands-on with executives to help them successfully move forward.

Partnering with Companies

SEG consults with companies to turn strategy into operational reality and turn action plans into the creation of shareholder value. The firm works with executives to find unique and interesting ways to grow their businesses and differentiate themselves from their competitors.

Depending on the needs and goals of a client, SEG's partners may serve as:

- Counselors to Boards and Management Teams
- Crisis Managers
- Operating Partners
- Board Members

Focus on Success

SEG takes a hands-on approach to provide customized consulting for companies in all phases of the business cycle. Blending a depth of multi-disciplinary industry knowledge and recent, real-world experience with insightful strategic plans and sensible timelines, SEG is uniquely qualified to set companies on the path to success.

Extensive Real-World Experience

Relying on more than 50 years of combined domestic and international experience, SEG differentiates itself by developing a deep understanding of each client's business model and by finding unique ways to help each client win in the marketplace.

Adding Value

By quickly and perceptively identifying the challenges and complex issues facing a client, SEG is widely known for bringing clarity to complicated problems. Trusted by large and small companies, both public and private, SEG adds value by defining business problems, proposing practical, experience-based solutions, and obtaining specific outcomes and measurable results.

Tailored Solutions

SEG works to recommend intelligent, realistic solutions that are tailored for each client. Since success looks different for every company, SEG's recommendations do not follow a specific model of deliverables, but rather are based on a company's opportunities, vision, and culture.

Steven L. Scheid, Partner



- Janus Capital Group (NYSE: JNS) non-executive chairman of the board, 2005-present, and chief executive officer, 2004-2005.
- The Charles Schwab Corporation vice chairman, president of the Schwab Retail Group, member of the Executive Committee, chief executive officer of Charles Schwab Investment Management, and chief financial officer, 1996-2002.
- Executive vice president of finance and principal financial officer with Allied Bankshares, chief financial officer for First Interstate Bank of Texas, 1985-1996.
- Served as the Federal Reserve Bank of San Francisco's representative on the Federal Advisory Council and was a member of the San Francisco Fed, 2000-2001.
- Recognized as a CFO of the Year Award finalist in 1998 by *CFO* magazine.
- Featured on CNN's "Moneyline" and CNBC; profiled as an industry expert in *Forbes*, *The Wall Street Journal*, *The New York Times*, *Business Week*, *SmartMoney*, and *CFO* magazine.

Consulting Services

Strategic Positioning and Implementation

Competitive Research

Acquisition/Divestiture Guidance

Crisis Management

Corporate Communications

Jane C. Ingalls, Partner



PHOTO: ALANA ROTHSTEIN

- **Founder of Artemis Communications, a consulting firm that works with senior executives to develop and articulate corporate strategy and align communications efforts with an organization's strategic focus, brand positioning, and values.**
- **Janus Capital Group (NYSE: JNS) senior vice president of corporate communications and chief of staff to the CEO and chairman, member of the firm's Executive Committee, 1999-2006.**
- **Serves on the board of McAleer Gray.**
- **Held communications and marketing positions at OppenheimerFunds, Sawyer/Miller Group, Prudential Securities, and Morgan Stanley.**
- **Graduate of Hartwick College.**

Representative Clients

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