



THE CORPS GROUP

WE ARE THE PERFORMANCE ACCELERATION ENGINE BEHIND THE WORLD'S MOST SUCCESSFUL COMPANIES.

We have developed a time-tested, proven system geared towards developing corporate cultures of excellence by leading executives, teams, and even entire organizations through an experiential learning process to adopt and apply practical principles that revolve around the core tenants of focus, discipline, and accountability – the same methodologies that gave us the tactical advantage in real-life combat situations and enabled us to succeed while operating in unforgiving and hostile environments.



CLIENT: CISCO SYSTEMS INC.

CHALLENGE: MEETING AGGRESSIVE 2YR BUSINESS UNIT SALES TARGET

METRIC: \$1 BILLION STRETCH GOAL IN 2 YEARS OR LESS

OVERVIEW:

Cisco is the worldwide leader in IT that helps companies seize the opportunities of tomorrow by proving that amazing things can happen when you connect the previously unconnected. At Cisco customers come first and an integral part of our DNA is creating long-lasting customer partnerships and working with them to identify their needs and provide solutions that support their success.

STRATEGIC LEADERSHIP ALIGNMENT

HIGH PERFORMANCE LEADERSHIP ALIGNMENT TRAINING.

The Strategic Alignment for Leaders Program revolve around the capacity expansion of individuals to perform optimally in leadership roles within teams and organizations. As former military aviation squadron commanders, we have the knowledge and first-hand experience in executing strategies under extremely stressful conditions with precise accuracy and near-zero tolerance for failure. We leverage our experience to coach and mentor corporate leaders - enabling them to drive executional excellence and accelerate performance through building alignment, winning mindshare, and growing the capabilities of others.

GOAL:

Meet aggressive business unit sales target of \$1 Billion USD.

PERIOD:

2 Years (24 Months)

NET RESULT:

Achieved \$1 Billion stretch goal in under 1 year projecting 200% of sales target.

SUMMARY:

By partnering with the Corps Group, Cisco Systems Inc. managed to achieve an aggressive business unit stretch goal of 1 Billion USD in less than half the time it was required to do so. For more information about this success story and others, visit us online at www.thecorpsgroup.com or call (678) 278-9000 to speak with a solution representative.