



Epicomm

# Business Advisory Services

*Your Business Has Everything to Gain*



**EPICOMM**

Association for Leaders in **Print, Mail,  
Fulfillment, and Marketing Services**

# Industry-Specific Solutions and Industry-Based Knowledge

Whether your aim is to grow or enter new markets, increase profitability, gain competitive advantage, increase sales force productivity, streamline production, or resolve ownership, the **Epicomm Business Advisory Team** has experts to guide you every step of the way.

The Epicomm Business Advisory Team includes seasoned veterans with practical experience in critical areas of print, mail, fulfillment, and marketing services management. From sales to operations, Epicomm brings industry-specific knowledge through a customized program tailored to your company and your situation. Whether you're an entrepreneur, a family-owned company, or a corporate entity, the expertise and offerings of Epicomm's Business Advisory Team are suited to working with you.

Epicomm business advisors combine subject matter expertise with practical industry knowledge. Many are industry veterans with frontline management expertise across numerous industry segments: general commercial printing, mailing and fulfillment services, flexographic printing, tag and label printing, small and quick printers, book manufacturers, and marketing service providers.

**Today's industry offers unprecedented opportunities for companies that understand current conditions and know how to leverage the changing environment for growth and profitability. The Epicomm Business Advisory Team offers advice and insight to advance that understanding and help companies differentiate themselves from their competitors.**



# The **Advisory Relationship** and **Services**

A relationship manager experienced in the client's specific area of concern and dedicated to his or her needs is assigned to each Epicomm Business Advisory Team client. The advisor will research the situation, offer advice, answer questions, and work to further the client's interests until the aims are achieved. Additional advisors are brought in as needed and the entire Epicomm team is always on call. All arrangements and discussions are strictly **confidential**.

For the Epicomm Business Advisory Team there is no such thing as an assignment; there's only a problem-solving partnership. We help you make critical decisions, weigh strategic options, meet challenges, and plan next steps to get your business where you want it to be.

Epicomm Business Advisory Team services include:

## **Strategy**

- Strategic Business Planning
- CEO Advisory Services
- Business Transformation and Change Platforms

## **Sales**

- Market and Business Development
- Sales Training and Coaching
- Strategic Sales Leadership – Building Your Sales Team
- Sales Compensation Strategy and Productivity
- Competitiveness Evaluation and Analysis

## **Mergers and Acquisitions**

- M&A Outreach, Advisory and Post-Merger Integration
- Sale or Purchase of Business
- Succession Planning
- Partner Buyout

## **Financial Services**

- Business Assessment
- Business Valuation
- Vital Metrics and Leading Indicators



# Why **Epicomm**?

**Simple: We know our industry and we understand how it works.**

We also understand its unique challenges and powerful potential. Our Business Advisory Team members have worked with hundreds of companies, solving many of the same problems and helping them take advantage of opportunities similar to those before you today.

When you work with the Epicomm Business Advisory Team there's no need to waste time and money bringing an outside advisor up to speed on how our industry operates or how our marketplace functions. Epicomm team members start solving your problems from **Day One**. Our industry expertise and our service are unparalleled.

Visit [ilink.me/BusinessAd](http://ilink.me/BusinessAd) to read more about **Epicomm Business Advisory Services**.

Visit [ilink.me/AdTeam](http://ilink.me/AdTeam) to meet the members of the **Business Advisory Team**.

For a confidential conversation about how Epicomm can help you reach your goals, contact Epicomm Senior Vice President and Managing Director **Mike Philie** at **201.523.6302** or by email at **MPhilie@epicomm.org**.



# Additional **Resources**

To learn more about key issues and opportunities with industry-specific information from Epicomm's skilled business advisors, click or visit the link to view the resource below.

- Case Study #643: The Unwilling Sales Rep - [ilink.me/Unwilling](http://ilink.me/Unwilling)**
- How CEO's can Transform the Sales Process - [ilink.me/CEOTran](http://ilink.me/CEOTran)**
- How to Make Seven Sales Calls a Day - [ilink.me/7Calls](http://ilink.me/7Calls)**
- Case Study #423: Reaching Take-Off Speed - [ilink.me/TakeOff](http://ilink.me/TakeOff)**

Visit [ilink.me/Resource](http://ilink.me/Resource) to view our full resource library.



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