

Accelerating Business through Strategy and Process Excellence



Corporate Overview

Accelecent Consulting accelerates business growth through strategy and process excellence. We help companies improve operational performance and business results with executive leadership and the alignment of organizations, processes and applications.

Accelecent provides consulting services to both startups and established companies in three Practice areas - Process Alignment, Strategic Marketing, and Strategic Sales.

Service Offerings

- **Process Alignment** facilitates business transformation to help CEO's, CFO's and operations executives improve effectiveness and better measure performance. We help to bridge the gap between business and IT by streamlining goals, communications, and systems to improve process automation.
- **Strategic Marketing** provides consulting and interim management services to CEOs and marketing executives. We help them achieve (or maintain) market dominance through creative strategies, market analysis, and effective program execution.
- **Strategic Sales** helps executives create effective processes and programs and ensure marketing alignment. We refine sales strategies and arm sales teams with the right content and tools to accelerate success.



The Accelecent Difference

Accelecent Consulting differentiates itself and delivers client value through:

- **Senior Management Experience** in Sales and Marketing with both startups and enterprises
- **Domain Depth** in business applications like BPM, CRM, BI, ERP, EMM, and SCM.
- **Broad Technical Knowledge** of applications, infrastructure, networks, and social media.

Unlike traditional management consulting firms that focus on theory, our consultants have decades of operational experience and bring a hands-on, practical approach to each engagement. We are uniquely qualified to develop strategies, lead teams and manage projects to drive bottom line results.

We understand the need to reduce operating expenses too, and package projects in actionable "bite size" pieces to reduce risk and cost while improving time-to-value.

Headquartered in the San Francisco Bay Area, Accelecent Consulting was founded by Barbara Angius Saxby, a senior executive with over 20 years of experience in strategic marketing management and international business. She and her team have served in executive-level operational management roles in software companies and have a unique perspective on business processes and enterprise systems requirements. Barbara has provided strategic consulting services to over 40 technology companies in the past ten years. Before consulting she held senior management/analyst positions at Dataquest, Ziff Davis and several startups. For a client list and other information, visit www.accelecentconsulting.com or call 415-459-0529.