



## OUR ADVISORY PRACTICE LEADERS

**TIM POWELL** is a Managing Principal of FSIP. His responsibilities include recommending and developing business strategies, market sizing, designing qualitative and quantitative research methods, strategic planning and project management. Tim serves as a trusted foodservice adviser to management at several food companies.

Prior to joining FSIP, he spent several years with foodservice research and consulting firm Technomic as a Principal. Tim previously worked in similar consulting and marketing roles with KPMG LLP and IBM. Tim earned his Bachelor of Arts in Journalism at The Ohio State University and a Masters of Business Administration degree at the University of Illinois. He is a Masters candidate in social sciences and economics courses at the University of Chicago.

**JULIE GUY** is an Associate with FSIP. She excels at understanding the “bigger picture” to develop and execute thoughtful plans that align with clients’ overarching goals.

Julie specializes in cultivating and maintaining trusted business partnerships and customer relationships. Julie earned her BA in Economics from Denison University.

## FSIP Management Advisory Services

Trusted strategic guidance for executive teams

Many companies struggle with the need for a foodservice research expert that not only understands and interprets data, but can make the connection in a few brief points to your business. In our experience, food companies often lack the necessary resources to develop, write, translate and orally communicate raw and formatted research reports.

Foodservice IP (FSIP) consultants are experts in the research discipline, the food and beverage industry, strategy and business frameworks that fuel that fuel a business strategy.

### WE SUPPORT YOU EVERY STEP OF THE WAY

#### Tactical

- Develop/check field instruments
- Interpret data sets, industry reports and syndicated data
- Translate existing research into a one-page, bulleted and relevant document
- Assist in writing a research RFP
- Answer business questions quickly
- Create custom infographics, reports or topical strategic briefings (for internal or external use) with your firm’s branding

#### Strategic

- Evaluate current plans to ensure a compelling strategy with a clear organizational vision
- Conduct periodical audits of your business situation and programs
- Perform regular analyses to identify key issues and opportunities
- Develop or fine tune appropriate strategies to meet plan objectives
- Deliver a collaborative strategic process to be managed as an ongoing tool

### DELIVERABLES

- Insights provided in your preferred format — including complete business or marketing plans, executive summaries, reports, webinars, focus groups, round-table discussions, phone calls, etc.
- FSIP will sign a non-disclosure agreement, ensuring confidentiality and exclusivity of proprietary information

### LET’S BUILD A BETTER STRATEGY!

To jump-start your access to best-in-class foodservice expertise, contact a FSIP representative today:

# PROGRAM ACCEPTANCE

## FSIP Advisory Services

**YES**, I'd like to participate in the program at the following commitment level:

- Six Months for \$10,000 (not to exceed 60 hours)
- 12 Months for \$17,500 (not to exceed 120 hours)

### ACCEPTANCE

Name \_\_\_\_\_

Title \_\_\_\_\_

Company \_\_\_\_\_

Address \_\_\_\_\_

Phone \_\_\_\_\_

Fax \_\_\_\_\_

Email \_\_\_\_\_

Signed \_\_\_\_\_

Date \_\_\_\_\_

Once approved, please sign, scan and email to the attention of:

**TIM POWELL**

tpowell@foodserviceip.com

Thank you for your business!