

The HOWORTH *Advantage* . . .

How do we work with our Clients?

DEFINING THE ISSUES

- We work with our Client to UNDERSTAND their BUSINESS.
- We work with our Client to DEFINE and ASSESS their particular ISSUE(s).
- We QUANTIFY the ECONOMIC VALUE of the ISSUE(s).

ASSEMBLING THE PROJECT TEAM

- Each ENGAGEMENT is a defined PROJECT with a team of EXPERTS with EXPERIENCE related to our CLIENT's BUSINESS.
- We select the TEAM MEMBERS based on GEOGRAPHIC SUITABILITY.
- Always CLIENT representation on TEAM.

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STRUCTURING THE ENGAGEMENT

- WHAT is to be DONE?
- WHAT are the EXPECTED RESULTS?
- WHAT are the MILESTONES?
- WHAT is the TIMING?
- What is the FINANCIAL COMMITMENT of our CLIENT?

DOING THE WORK

- Keeping our Client INFORMED with WEEKLY Updates.
- Continuous COMMUNICATION and REASSESSMENT of the ISSUES, TIMING and OBJECTIVES.
- HOWORTH Team is our CLIENT's TEAM.