"The arrogance of success is to think that what you did yesterday will be sufficient tomorrow."

- *William Pollard*

# Our Purpose

To increase your company's profitability through business analysis, process improvement, and a strategic, custom technology solution.

# Who We Are

## Values

- Integrity
- Transparency
- Idea Meritocracy
- Open Mindedness
- Self Development

# Our Leadership



## Steve Miksta

CEO & Founder

smiksta@opptyunlimited.com



## Matt Ford

CGO

mford@opptyunlimited.com

# Key Team Members



**Emily Tyson**

Client Experience Manager

etyson@opptyunlimited.com



**Rob Cain**

Director of Client Engagement

rcain@opptyunlimited.com



**Andy Felice**

Director of Business Development

afelice@opptyunlimited.com



**Troy Smith**

Brand Director

tsmith@opptyunlimited.com

# Top 3 CEO Challenges in 2020

Attracting and retaining top talent

Growth strategy and corporate development
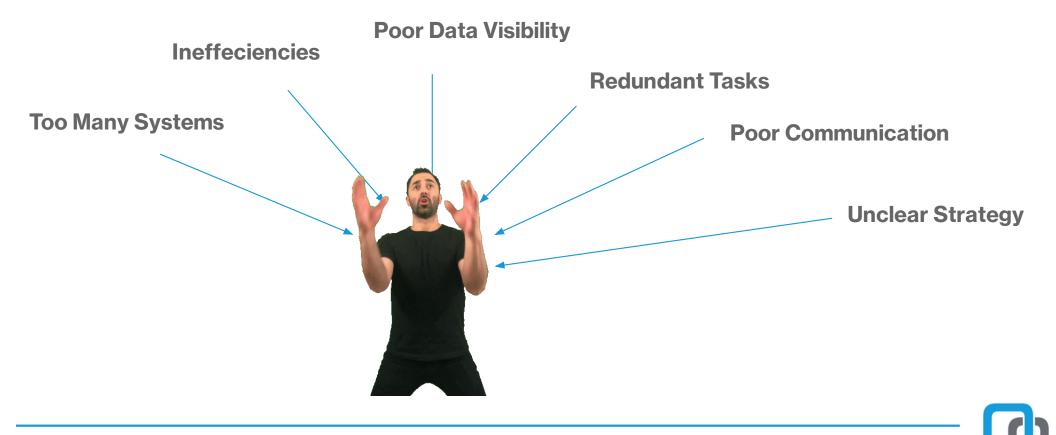
Innovation during an unprecedented time of crisis

# Growing Your Business in 2020

- Commit to grow
- Think broader management skillsets
- Build collaborations
- Establish standardized processes
- Capitalize on core competencies
- Communicate competitive strengths

Forbes

# Growing Pains

Poor Data Visibility

Ineffeciencies

Redundant Tasks

Too Many Systems

Poor Communication

Unclear Strategy

# Oppty **Proven** Process

1. Analyze Your Process
2. Align Tech & Strategize
3. Prioritize & Roadmap
4. Build Tech Around ALL Processes
5. Release, Feedback, & Repeat
6. Empower & Enable Your People



**Today** ———— **Discovery Phase** ———— **Implementation Phase** ———— **Efficiency & Scalability**

# Oppty Deliverables

**Business Value Stream Analysis**

**Development Roadmap**

**End-To-End ERP Solution: Salesforce**

**Ongoing Managed Services**

# Oppty Ideal Client

- Small to Mid-sizes businesses
- Looking to grow exponentially
- Understands technology is a tool to grow
- Aligns with our Core Values and Beliefs

**Non-profit**  **Wealth Management**  **Property Management**  **Product Distribution**

**Online Retail**  **Mortgage Broker**  **Field Service**

# Why Oppty is Different?

- Partner, not a Consultant
- Leverage Technology as a Platform for Growth
  - Focus on Enhancing the Business/Customer Relationship, not Replace it
  - Enable and Develop your People to Help you Get Where you are Going
- We want to Grow with You (Client for Life Mentality)

# Why Clients Should Hire Oppty

## Run The Numbers

Hiring an Administrative Assistant

**$41,340**
Average Salary

**$7,654**
Average Cost to Hire

**35 Days**
Average Time it Takes to Hire

**42%**
% of 18-34 Year Old Employees
Considering Another Position

**Think of Oppty as an Employee**

It doesn't matter who does the work, as long as it gets done, right? Lets automate tasks that are time consuming.

**We want _Customers for Life_**
We won't quit on you when the going gets tough. We're in it for the long term. _Lets create a platform that will help create and sustain your long term growth._

# Contact Us



Let's Grow!

opptyunlimited.com