

POMONIK CONSULTING, INC.

"CHAOS REMOVAL SERVICES"SM

George M. Pomonik

What do I do?

I provide consulting services in management, team building, technology, and marketing. I have worked with a broad range of organizations to help them get results, and increase their competitiveness, teamwork, profitability, productivity, and survivability. I provide tailored support and solutions, from needs assessment through hands-on implementation of improvements and change.

Benefits to clients have included improvements in many phases of their business operations, including:

Front end

- Strategic planning and business planning
- Needs assessment
- Vision, goals, and success factors
- Effective communications and meetings
- Team building
- Business process development
- New product development
- Marketing and proposal support

Middle

- Business process improvement
- Technology management and support
- Improvements in products and services
- Recruiting and staff development
- Conflict resolution
- Time-to-market improvements
- Cost and value improvements

Downstream

- After-sales support
- Cross-functional teamwork
- Customer satisfaction
- Project postmortems and lessons learned
- Continuous process improvement

What's my background?

Wide range of experience, including consulting, executive management, marketing, project management, and engineering. Degree in Mechanical Engineering, with additional training in management, systems engineering, marketing, finance, and communications. Business consultant since 1983.

My technical background includes ocean systems, spacecraft, missiles, instrumentation and test, structural dynamics, systems engineering, and the design, development and evaluation of new products. Engineering work includes 5 U.S. patents.

A veteran in solving diverse and difficult challenges. Developed and implemented process improvements and cultural changes—in executive roles, on contract to URC (later Gemini Consulting), and as an independent consultant. And I've worked on systems that have successfully operated in a range of arenas from the moon (Surveyor lunar lander) to the bottom of the ocean (Hughes Glomar Explorer).

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What successes have I had? Examples:

Management and Team Building

Helped large and small organizations with strategic planning and long-range planning. Assisted with plan development, review, recommendations, market assessments, forecasts, growth strategies, business plans, staffing strategies, integrated planning, and business process improvement.

Organized and facilitated process improvement and team building sessions for a unit of a major crime lab, as part of a rapid renewal program. Resulted in a practical road map for achieving significant operating improvements while balancing quality, speed, and economy.

Supported a billion-dollar aerospace program, including integration with the procedures of a new parent company, best practices assessment, cycle time improvement efforts, improvements in communications, teamwork and alignment, and other means for achieving fast, high quality decisions and results.

Helped an engineering and manufacturing company reduce new product release time from 18-24 months to less than 10 months. Also implemented effective teamwork, process mapping, and other techniques that resulted in permanent improvements in work flow, communications, and meetings.

Coached and guided several design improvement teams. Dozens of innovations were implemented. Exceeded targets of 25% improvements in costs and cycle time, while maintaining high quality.

Conceived and formed "Crystal Ball Teams" to help a company imagine the nature of their business and operations 10 to 15 years in the future, and explore ideas on how to prepare for that future.

Supported company-wide continuous process improvement activities, including the review and critique of Integrated Product Development activities, coaching of internal consultants, and assisting with the implementation of improvements.

Engineering and Technology

Resolved the ambiguities in production test specifications, suggested modifications to meet the same needs at lower costs, helped implement the changes. Program saved more than \$8 million.

As part of an effort to improve overall company Quality, supported improvements in the Quality Strategic Plan, integration with the policies of a new parent company, management reviews, configuration management, and integration with Lean Initiatives. Also provided hands-on support of Quality activities.

Facilitated a senior-level team addressing well-focused, early definition of program requirements. Reduced a one year cycle time by more than 4 months. The process has become a permanent way of doing business.

Broke the logjam in the development of a new product. Delays were caused by diversion of the client's staff to more immediate problems. Provided the focus and planning to keep the project moving; identified and resolved obstacles. Prototype was delivered on time and within budget.

Marketing and Sales

Applied techniques using information modules and storyboards to quickly organize and complete proposals, brochures, reports, and manuals. Benefits included timely delivery, comprehensive content, efficient development, and clear reflection of upper management's ideas.

Supported the marketing and sales of a new product, including sales literature, proposals, and trade shows. Produced a comprehensive sales kit that was used as a guide for reps and salespeople.

Streamlined and computerized proposal processes and bid forms. Bids can now be modified in hours instead of days. Resulted in better management visibility and higher-quality proposals.

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Selected Career Highlights—Project Examples

Crime Lab productivity	Oil field machinery
DirecTV 10/11 and Spaceway satellites	Offshore marine terminals
Telecommunications equipment	Life cycle cost models and trade-off studies
High speed flywheels for energy storage	Floating production systems
Environmental stress screening	Vibrating pile driver/extractor
Production test equipment	Subsea acoustic devices
Transducers – high production rates	Deepwater platform instrumentation
Laser instruments	Marine risers
Environmental test chambers	Ocean Test Structure project
Centrifugal liquid-liquid separators	Model basin tests
Transport vehicle studies	Hughes Glomar Explorer
Wind tunnel and flight tests	Heave motion compensators
Shock and vibration design guide	Ocean Thermal Energy Conversion
TOW missile system	Ocean mining systems
Syncom satellite	Specialized transducers
Surveyor lunar lander	Shipboard oil/water separator
Atlas missile guidance system	Structural monitoring systems

Services

Management

- Improve business processes
- Strategic plans and business plans
- Assess needs
- Process mapping
- Develop cross-functional teams
- Improve communications and meetings
- Reduce cycle time and costs
- Manage operations and programs
- Improve customer satisfaction
- Build teams and focus on achieving goals
- Cost benefit trade-offs and value analysis
- Integrated product development
- Staff planning and recruiting
- Seminars and workshops
- Facilitation, coaching, and counseling
- Project postmortems and lessons learned
- Change agent and champion of improvements
- Hands-on implementation of improvements

Engineering and Technology

- Specifications and requirements
- Project development and planning
- Systems engineering
- New concept development and design reviews
- Environmental test and stress screening
- Shock and vibration engineering and test
- Ocean engineering, including mooring systems
- Product test and qualification
- Special test equipment
- Operations and maintenance manuals
- Project management

Marketing and Sales

- Market assessment and surveys
- Marketing plans and sales projections
- Proposal development and presentations
- Cost models and estimates
- Sales literature and definition of product benefits

Experience

Consultant 1983 - 1991; 1993 - Present

Assisting with improvements and innovations in management, technology, and marketing

Vice President/Operations Director 1977 - 1983; 1991 -1993

IMODCO Inc.; Applied Research, Inc.; InterOcean Systems, Inc.

Engineering, Management, and Marketing 1961 - 1977

Mechanics Research, Inc.; Hughes Aircraft Co.; American Bosch Arma Corp.

Degree

B.M.E., Mechanical Engineering, CCNY, 1961, with postgraduate studies in management, technology, marketing, finance, and communications.