

A black and white portrait of Paul Strzelec, a middle-aged man with short hair, wearing a checkered shirt, looking directly at the camera.

# Planning for Growth

A conversation with Paul Strzelec

—  
The Executive Roundtable  
for Material Growth

THE  
**MATERIAL  
GROWTH**  
NETWORK





# Paul Strzelec

**CEO of The Strzelec Group**, Paul has over 30 years of global experience helping companies deploy growth-oriented, cross-functional planning capabilities and disciplines.

Paul has held various senior leadership positions with companies that pioneered major advancements in integrated business planning, supply chain management, and network-centric technologies, including Manugistics (now Blue Yonder) and VeriSign. And he has extended that expertise to organizational and process competencies in the SAP Integrated Business Planning (IBP) and Kinaxis ecosystems.

Paul has helped implement demand-driven strategies at numerous companies, including *Church and Dwight, CVS/Pharmacy, Darden, Dell, DuPont, FMC, Ford Motor Company, GE, Ingevity, Microsoft, McCormick and Company, The Mosaic Company, Nalco Company, Procter & Gamble, Rolls Royce, Unilever, Utz, Wegmans, W.R. Grace, and Xilinx.*

Paul holds a Bachelor of Science degree in Business Logistics from The Pennsylvania State University, was selected to be the first external Director of the **Sales and Operations Planning (S&OP) Benchmarking Consortium** and has taught more than 500 professionals through the University's Executive Education Program.



SG  
Strzelec Group

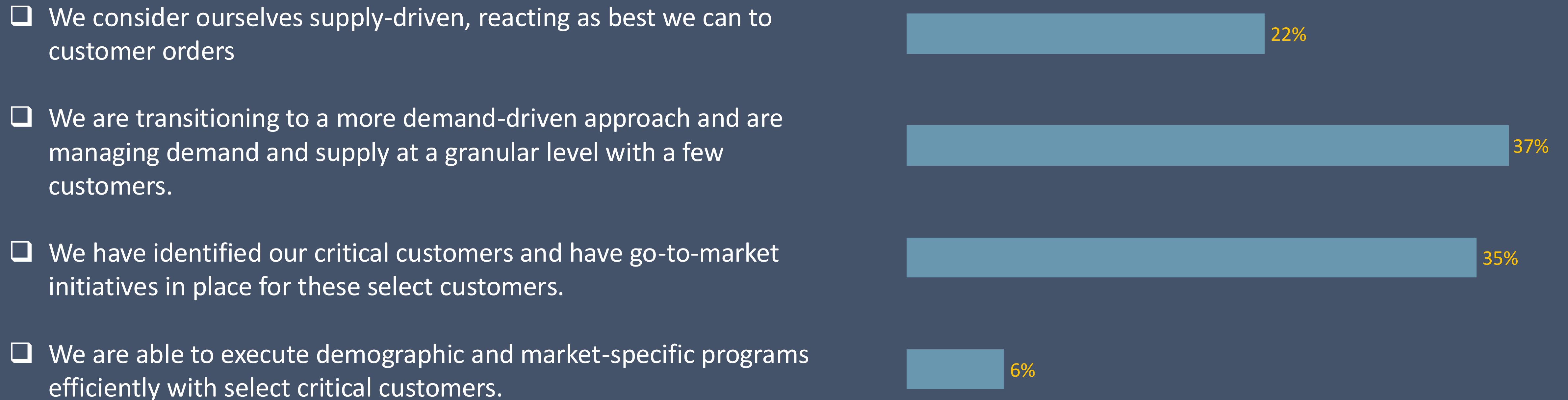
MATERIAL | GROWTH



# Companies strive to be more proactive, still many remain reactionary

A survey of top Executives from years ago still holds true

Which description best describes your business?



# Focus on customers you value, who value you most



# One size does not fit all

Segment strategies, operating models, planning and execution to optimize performance

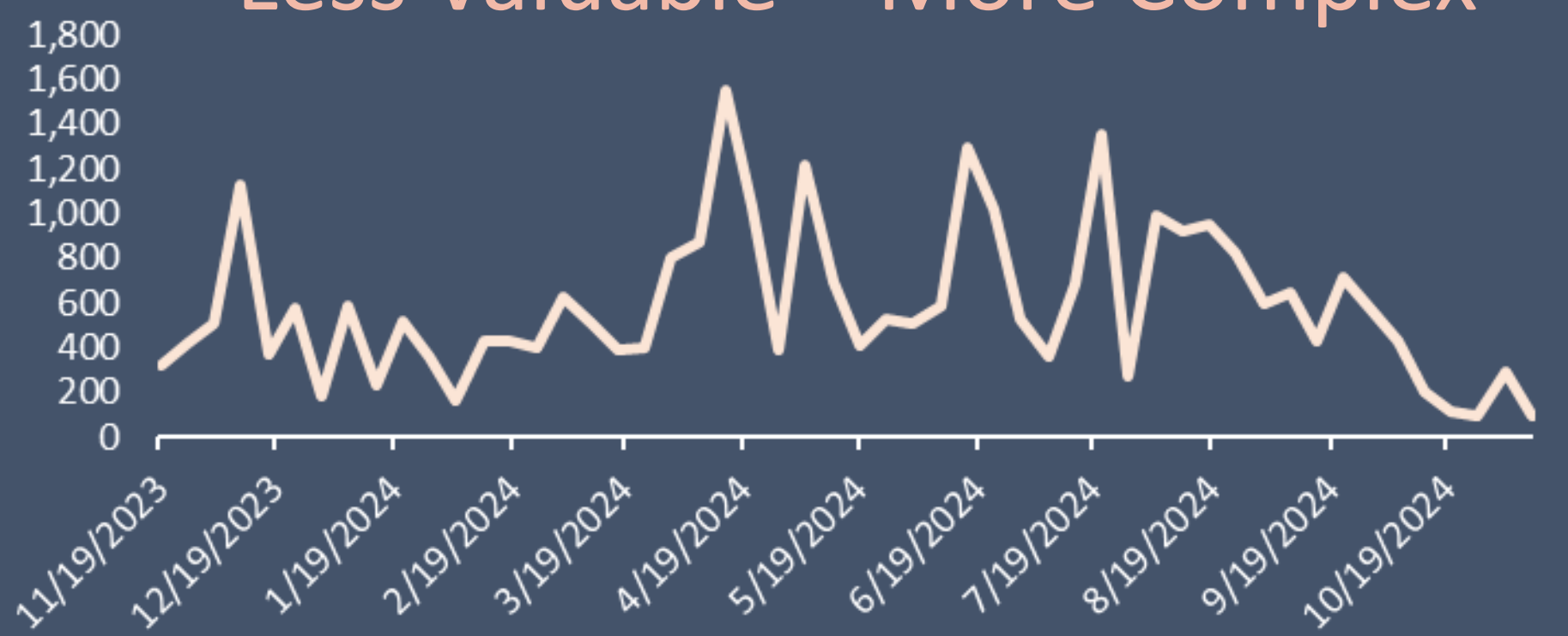
	Less Complex	More Complex
More Valuable		
Less Valuable		

However, ...

More Valuable – Less Complex



Less Valuable – More Complex



# Envisioning your company's road ahead

Use themes to drive measured behavior changes and progress

	Stage 1	Stage 2	Stage 3	Stage 4	Stage 5
	Supply Driven	Demand Driven			Market Defining
	Siloed	Internally Focused	Customer Centric	Network Centric	Platforms and Ecosystems
Go-To-Market Capabilities	<i>Reactionary behaviors</i>	<i>Transformational proactive decision-making and behaviors</i>			<i>Aspirational decision-making and influential behaviors</i>
Operating Model Capabilities					
Financial Capabilities					
Information Technology Capabilities					
Value	Under-Performing	Incremental, Step Change, and Market Leading			Indispensable



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# Are you seeking Growth?

OFFER: 45 min complimentary conversation

PURPOSE:

- discuss your organization's specifics
- Assess barriers to implement

## Contact Information

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## Register

[Register Here](#)

Roundtable Membership & Event Schedule

**The Executive Roundtable** is sponsored by

[Growth Arc Advisors, LLC](#) and

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