MTH
Tech Consulting LLC

Technology Consulting
Service Offering

MTH Tech was founded in 2021 by M. Troy Hollingsworth after a 30+ year career working in a variety of positions and industries; while working both domestically & internationally

- More than 30 years of management experience
- More than 15 years of executive management experience
- Experience in Aerospace & Defense, Construction & Fabrication, Building Materials Manufacturing, Construction Materials, and Remote Logistics markets
- Extensive Business Management experience in addition to Information Technology experience
- As a Chief Information Officer (CIO) Troy has a record of successfully managing large cross-functional teams, complex projects, and major business process and system transformations
- Proven track record implementing and maintaining large complex networks; enterprise scale business systems; and supporting large and diverse organizations both domestically as well as internationally.
- Strategic focus on value creation though the application of Digital & Information Technology (IT) to solve business needs. Highly collaborative, and results driven

MTH Tech can provide your business with a variety of technology related consulting services, backed by a strong experience in a variety of industries and functional areas; both domestically and internationally

We will focus our support on your needs through a pragmatic approach that balances information technology with direct business results

Through our partnership network we can provide resources to meet your needs in a variety of technology areas

Deep service offering across all areas of Digital and Information Technology Strategy & Delivery

Digital & IT Strategy Development

- Review your business needs
- Prepare strategy & roadmaps
- Review with business stakeholders
- Assist with deployment of strategy
- Brief Executive Management and/or Board of Directors
- Acquisitions & Divestitures Due Diligence & Transitions

Business System Upgrades

- Lead or assist in the evaluation of new or upgrades to business systems
- Develop or assist in the development of business case, ROI, and estimates
- Provide Project Management or other key resources
- Support steering committee oversight of major projects Assist in the negotiations with key vendors

Program & Project Management

- Setup a Program Management Office (PMO) structure & project delivery processes
- Assist in developing a Program Management process
- Provide Program Management Training
- Provide Program, Project Managers, and/or other key project staff for specific programs/projects

IT Cost Right Sizing

- Review overhead & capital IT cost structure
- Compare to industry benchmarks
- Prepare list of achievable improvements
- Negotiate with vendors on your behalf
- Lead/Support resulting cost savings initiative/projects

IT Operational Improvements

- Detailed evaluation of existing IT policies, processes, & organization
- Review IT skills & capabilities
- Deliver improvement plan with achievable improvements
- Assist as needed in rollouts
- Assist or lead the implementation of IT functions such as infrastructure, help desk, applications support and PMOs

IT Staffing & Recruiting

- Provide Interim or fractional CIO resources
- Assist in the hiring of CIO or other key IT resources
- Recruiting of key IT positions
- Provide external IT resources for IT operations and/or IT projects

IT Governance & Oversight

- Deliver an effective Digital governance model
- Support Steering Committees as an outside member of the committee

Proposal Development

- Assist in proposals to your customers on IT & Digital efforts
- Proposal writing

Mergers, Divestitures & Acquisitions

- Provide support to both buyer and/or Sellers during due-diligence efforts
- Lead/Support transitions and TSA

Cybersecurity

- Provide Cybersecurity support, Cyber Training, Pen Testing and Security Operations center (SOC)

MTH Tech has a rich network of business partners that provide a depth of resources & support

Executive Consulting

- Supply Chain
- Executive Coaching
- Information Technology
- Cybersecurity

- Operational Improvement
- Merger/Acquisitions
- Supply Chain Optimization

Information Technologies

- SAP & ERP Consulting
- E-Commerce
- Shop Floor Automation
- Program Management

- Microsoft 365
- Dynamics 365
- MS Azure

Cybersecurity

- Cybersecurity
- Cyber Training
- Pen Testing
- Cyber Operations Center

- Supply Chain
- Executive Coaching
- Information Technology
- Cybersecurity

Recruiting & Staffing

- Tech Recruiting and Staffing
- Program Management
- ERP Implementation Support

- Tech Recruiting and Staffing

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Digital & IT Strategy Development

- Review your business needs
- Prepare strategy & roadmaps
- Review with business stakeholders
- Assist with deployment of strategy
- Provide Governance and Implementation support
- Brief Executive Management and/or Board of Directors on suggested approach

A digital strategy defines an organization's initiatives for future investment in technologies that will make a business more competitive.

Creating a Digital or IT Strategy involves reviewing your business needs, working with key business and IT stakeholders, development of the strategy, delivery of the strategy, roadmaps, ROI, and cost evaluations and briefing management.

Product Modernization

PE owned $400m customer engagement and loyalty program company

- Led the development of a three-year product modernization strategy, roadmap, and cost estimate
- Strategy focused on the consolidation of legacy products and environments into an AWS cloud-based modern and integrated product solution
- Acted as the Project Director over the three phases of the modernization effort -- with on schedule and budget delivery

Delivered a three-year phased modernization strategy, roadmap and cost estimate

Systems Consolidation

Publicly owned $2b Building and Constructions Materials company

- Led the consolidation and integration of all financial, manufacturing, supply chain, and e-commerce systems across 6-business units into one integrated solution
- Led the rollout of a major enterprise level ERP across five manufacturing businesses with thirty-one separate go-lives in a forty-five-month period on schedule and under budget

20% reduction of overall costs of IT with >30% increased business functionality and productivity

Systems Consolidation

Publicly owned >$10b US Defense Contractor

- Led a three-year business system improvement project that updated, consolidated, and integrated all Manufacturing, Supply Chain, Engineering and Finance processes and tools
- Upgraded all existing legacy business processes and modernized over 95% of existing legacy applications
- Delivered Go-Live on schedule and budget

Improved productivity across all functional areas by >30% while reducing systems costs by >50%

Business System Upgrades

- Lead or assist in the evaluation of new or upgrades to business systems
- Develop or assist in the development of business case, ROI, and estimates
- Provide Project Management or other key resources
- Support steering committee oversight of major projects
- Assist in the negotiations with key vendors

Replacement, or upgrading, of a companies major Business Systems is one of the riskier and more complex technology projects a company can undertake. We have extensive experience in creating an upgrade strategy and then successfully implementing against the strategy.

Efforts including leading or assisting in the evaluation of new or upgrades to existing business systems, developing the business case/ROI and estimates, providing program management or other key resources to successfully deliver, providing steering committee oversight, and assisting with vendor negotiations and onboarding.

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Systems Consolidation

Australian $3b Construction Materials Company

- Assisted in the negotiations and contract for a global of SAP HANA instance to replace a legacy Oracle instance
- Assisted in the negotiation and contract on a logistic/scheduling planning solution
- Negotiated a data center move of the legacy ERP solution to allow time to implement replacement system
- Stood up dedicated project and business team and kicked off 2-year upgrade/implementation project

Improved productivity across all functional areas by >30% and a >60% support cost reduction upon Go-Live

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Program & Project Management

- Setup a Program Management Office (PMO) structure & project delivery processes
- Assist in developing Program and Project Management processes
- Provide Program Management Training
- Provide Program, Project Managers, and/or other key project staff for specific programs/projects

Effective Program Management is the process of managing a group of related project to achieve a shared organizational goal while Project Management is managing a specific project to a successful completion.

We can assist in all areas of Program and Project Management including setting up a PMO, establishing effective processes and procedures, and training. In addition, we can provide experienced Program or Project Managers with proven track records on project delivery.

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Weapons Demilitarization

Publicly owned >$25b US Defense Contractor

- As Program Director responsible for delivery on eight separate U.S. Government (DTRA) Cooperative Thread Reduction (CTR) contracts in the Former Soviet Union
- Contracts include the de-militarization of heavy bombers in Ukraine; logistic support for 56 locations in Ukraine, Russia and Kazakhstan; shipping/logistics to/from the FSU; and nuclear weapon movements within Russia to the demilitarization sites.
- Named "Program Manager of the Year"

Increased revenue by 125% in less than three years and led award of an ID/IQ $1B/5-year contract from DTRA

Mergers and Divestitures

Publicly owned $2b Building and Constructions Materials company

- As part of a major divestiture, led a team that separated all aspects of the company's infrastructure, applications, and IT organization in less than 3-months
- Stood up two networks, two instances of office 365, one new ERP system, one new data center and moved over 3,000 employees into the new environments within a 3-month window

Allowed for rapid transition saving both buyer and sellers 3-6 months of TSA time and $2-3m in transition costs

IT Cost Right Sizing

- Review overhead & capital IT cost structure
- Review Organizational Support Structures
- Compare to industry benchmarks
- Prepare list of achievable improvements
- Negotiate with vendors on your behalf
- Lead/Support resulting cost savings initiative/projects

IT Cost "Right-Sizing" involves working with the IT stakeholders and reviewing the existing overhead and capital IT and Digital cost and organizational structures. We then compare these to the specific business needs, other client comparable, and to industry benchmarks. Working with the stakeholders a list of achievable improvements will be developed.

In addition, we can assist with Vendor negotiations and contracts, and we can assist with the implementation of the various improvement efforts.

Organizational Right-Sizing

PE owned $400m customer engagement and loyalty program company

- Deep-dived into the overall IT and Product Development organizations and found >90 cost & productivity improvement project opportunities
- Found opportunities to consolidate systems, negotiate global SW procurements, and reduce redundant staffing

Delivered >60% reduction of IT costs over a 3-year period

IT Overhead & Capital Costs

Publicly owned $2b Building and Constructions Materials company

- Led the consolidation and integration IT at the corporate level supporting six separate operating divisions
- Outsourced key networking and cybersecurity functions
- Standardized all operating processes and procedures

Reduced operating costs & headcount by over 20% bringing operational costs down from 3.1% to 1.5% of company revenue

Telecommunications & Network

Publicly owned $2b Building and Constructions Materials company

- Negotiated and led the consolidation of networking and telecommunication services across North America supporting >160 sites
- Improved Bandwidth, networking redundancies, cybersecurity and up time

Reduced operating expenses by greater than 75% while improving up-time to 99.99%

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IT Operational Improvements

- Detailed evaluation of existing IT policies, processes, & organization
- Review IT skills & capabilities
- Deliver improvement plan with achievable improvements
- Assist as needed in rollouts
- Assist or lead the implementation of IT functions such as infrastructure, help desk, applications support and PMOs

The term IT operations (IT ops) describes the many processes and services that an information technology department administers. Traditional IT ops encompasses a range of hardware and software systems, as well as related functions, such as voice and data networking, physical security and cybersecurity, incident response and disaster recovery, audit support, project management, compliance and environmental management.

We have extensive experience in implementing and improving on all aspects of IT operations from developing strong organizations, putting in the right processes, and delivering sustained improvements in costs and performance within IT organizations.

Organizational Right-Sizing

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- Found opportunities to consolidate systems, negotiate global SW procurements, and reduce redundant staffing

Delivered >60% reduction of IT costs over a 3-year period

IT Improvements

Publicly owned >$10b US Defense Contractor

- Restructured and improved all processes used by an existing team of over 180 IT employees with a budget of >$100m annually supporting;
  - Data center management,
  - Network design & management,
  - Desktop support,
  - PC Install group,
  - Application Development and Support
  - Telecommunications

Reduced headcount by >20% and budgets by >30% while improving all key support metrics

IT Consolidation

Publicly owned $2b Building and Constructions Materials company

- Consolidated IT from multiple acquisitions at the corporate level supporting 6-major business units
- Improved IT key performance metrics
  - Network uptime to >99.99%,
  - Internal customer satisfaction of 4.69 out of 5.0,
  - Incident response SLA performance of >95%,
  - Reduced budgets by ~10%
  - No major cyber-security incidents that have negatively impacted the business.

Improved IT performance while reducing staffing and overall IT costs by >10%

IT Governance And Oversight

- Deliver an effective IT and Digital governance model
- Support Steering Committees as an outside member of the committee
- Provide analysis and assist in the development of IT business cases
- Assist in the development of effective IT policies and Procedures

IT and Digital governance and oversight is the process and functions by which organizations ensure the effective evaluation, selection, prioritization, and funding of competing IT investments; oversee their implementation; and extract (measurable) business benefits.

We can assist clients by helping develop their IT and Digital governance models, establishing oversight through effective Steering Committees, assisting in business case development, and implementing 'best practice' IT policies and procedures.

Portfolio Management

Publicly owned $2b Building and Constructions Materials Company

- Developed and deployed a digital portfolio management process that is used to prioritize all digital technology and innovation needs of a complex and diverse international manufacturing and construction materials company.
- Facilitated a Business System Steering committee consisting of membership at the CEO, CFO and President level supporting six business units

20% reduction of overall costs of IT with >30% increased business functionality and productivity

Policies and Procedures

Publicly owned >$800k Laboratory Testing Company

- Developed 'best practice' based policies and procedures to improve the overall performance of the IT organization supporting a rapidly growing business
- Assisted in developing an improved Sarbanes-Oxley set of IT controls

Improved performance and standardization of processes

Product Modernization

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Relevant Experience

Mergers and Acquisitions (M&A)

- Provide support to both buyer and/or Sellers during due-diligence efforts
- Lead/Support transitions and TSA development
- Provide Subject Matter Experts as needed
- Provide planning and leadership of transition efforts such as network separation, collaboration tool setup, enterprise system separation, etc.

Performing effective IT due diligence is an essential part of the M&A process, providing a detailed understanding of the technological aspects of the company being acquired. This understanding is vital for risk mitigation, accurate valuation, and successful post-acquisition integration

We can assist in performing or supporting due diligence efforts from either the buyer or seller side. In addition, we have extensive experience in TSA creation, support and performance.

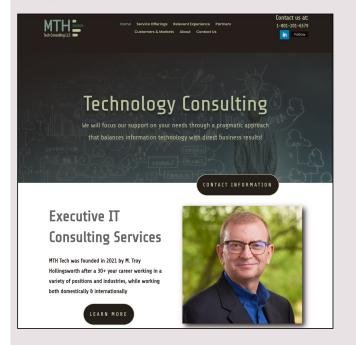| IT Consolidation	Mergers & Divestitures	Divestitures
Publicly owned $2b Building and Constructions Materials company	**Publicly owned >$25b US Defense Contractor**	**Publicly owned $2b Building and Constructions Materials company**
▪ Led the consolidation and integration IT at the corporate level supporting six separate operating divisions	▪ Assisted in the consolidation of many legacy domains down to one integrated and consolidated IT domain consolidating over 200,000 employees	▪ As part of a major divestiture, led a team that separated all aspects of the company's infrastructure, applications, and IT organization in less than 3-months
▪ Consolidated IT from many acquisitions closed over a five-year period	▪ Supported a reorganization moving over 6,000 employees between business units – ensuring system access and no-impact to job performance	▪ Stood up two networks, two instances of office 365, one new ERP system, one new data center and moved over 3,000 employees into the new environments within a 3-month window
▪ Consolidated two large IT organizations when the business was acquired by a larger competitor – consolidating to one network, one ERP system, and one IT organization	▪ Supported a divestiture of one business unit in planning their Office 365 and file management separation and TSA efforts	
Reduced operating costs & headcount by over 20% bringing operational costs down from 3.1% to 1.5% of company revenue	***Ensured limited impact to over 200,000 impacted employees and all functional areas***	***Allowed for rapid transition saving both buyer and sellers 3-6 months of TSA time and $2-3m in transition costs***

Contact Information

Please contact MTH Technology Consultants, LLC. for more information and a free assessment of your business needs!

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