



Straight Path Management is a high integrity, high impact strategy consulting firm. We assist our clients in developing and executing strategies that profitably grow their businesses. For nonprofit clients, we assist in achieving desired mission impact. Straight Path works with top executives and boards to tackle the key opportunities and challenges they face, using a disciplined yet customized approach with a keen focus toward execution.

SPM delivers promised project results and new organizational capabilities via a unique combination of experience and expertise, customized processes, strong client relationships, achievement of client unity and consensus, and results.

WHAT OUR CLIENTS SAY

Experience and Expertise

“SPM’s findings and analysis are presented clearly and thoroughly, driven by a level of critical thinking in drawing conclusions and offering creative solutions that distinguishes SPM from its peers.”

“SPM became a major ally. Hindsight has proven that project findings were on target.”

Customized Process

“SPM was flexible in tailoring the approach instead of forcing a more “cookbook” method. There was timely and comprehensive follow-up so that everyone stayed on target.”

“The reason we have used SPM over the years is simply due to the quality of the work and our confidence in the process.”

Relational Strength

“SPM does not rile up the organization by coming to conclusions that they report only to top management; rather, they work openly and objectively with each area for the benefit of the company.”

“SPM brings integrity and a relaxed approach to a process that otherwise can be complex and challenging.”

Unity and Consensus

“SPM helped our organization build collaboration and synergy; we built new and stronger relationships within the organization which are critical for our future success.”

“You so well helped us collect, organize, weed out and isolate our hopes, fears, concerns and issues that we as a team grew stronger and more confident through the process.”

Results and Implementation

“SPM is a pleasure to work with because they listen to the client, tackle the assignment efficiently, use organizational resources wisely and produce valuable results in the timeframe specified.”

“SPM’s results have helped us understand complex issues and allowed our management team to better articulate their vision into simple, clear, actionable steps.”

“The process drove home issues of organizational change that were needed to reach plan objectives, highlighting holes in the organization relative to key positions.”



REPRESENTATIVE CLIENT LISTING

Non-Profit

ACCESS College Foundation (VA)	higher education assistance
American Bible Society (NY)	media and publishing
Art Center College of Design (CA)	higher education for design professionals
Chesapeake Bay Wine Classic (VA)	nonprofit supporting education
Downtown Norfolk Council (VA)	civic organization
Eastern Virginia Medical School (VA)	medical education, research and patient care
Greater Norfolk Corporation (VA)	business leadership organization
Hampton Roads Community Fnd (VA)	community foundation
Hampton University (VA)	higher education
Lynnhaven River NOW (VA)	environmental protection
National Safety Council (DC)	safety services
Old Dominion University (VA)	higher education
Opportunity, Inc. (VA)	workforce and economic development
Regent University (VA)	higher education / adult, on-line learning
St. Mary's Home (VA)	residence care for disabled children
Sugar Plum Bakery (VA)	retail organization employing disabled people
The Up Center (VA)	human services
United Nations (NY)	intergovernmental peace and security
Virginia Beach Neptune Festival (VA)	community entertainment and enrichment

For-Profit

Amerigroup (VA)	managed healthcare
Architectural Graphics Inc. (VA)	outdoor signage
Atlantic Anesthesia Associates (VA)	regional physician practice
Bauer Hockey (NY)	sporting equipment
Covance (NJ)	pharma / bio-tech testing
Day-Timer (PA)	personal planning solutions
Dollar Tree Stores (VA)	specialty retail
Freedom Ford (VA)	automotive retail
Health Net (CA)	managed healthcare
Invisible Fence/Innotek (IN)	pet containment / training
Kohlberg & Company (NY)	private equity
Masco/Delta Faucet (MI)	home products
Nike (OR)	sportswear
Optima Health (VA)	healthcare insurance and management
Sealy Mattress Co. (NC)	mattresses and furniture
Simplicity/Snapper (WI)	premium outdoor power equipment
Sony (NY)	entertainment and tech
T-Mobile (WA)	telecom
Thomas Nelson Publishing (TN)	media and publishing
United Technologies/Onity (GA)	security systems and solutions
Westminster-Canterbury (VA)	senior living and healthcare