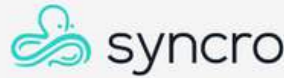




FOX & CROW



MAN BEHIND THE BEARD  
#CYBERMATTLEE



## FOX & CROW GROUP

### PROCESS DEVELOPMENT CASE STUDY

Multiple leaders work with Fox & Crow to share their “secret sauce” process with the I.T. channel and MSPs worldwide

#### CHALLENGES

- Documentation
- Distribution of thought leadership
- Process Extraction

#### I.T. LEADER DATABASE

Fox & Crow use the R&R IT provider database to reach over 20,000 leaders in the IT space.

#### EXTRACTION TECHNIQUES

Fox & Crow utilized an interview technique to extract key details around the guest’s business processes.

#### PROCESS CREATION

Fox & Crow worked with multiple CEOs to create the key business process documentation.



ian@foxcrowgroup.com



www.foxcrowgroup.com



East Lansing, MI

### OBJECTIVES

Fox & Crow partnered with multiple leaders in the I.T. channel space who had a desire to share key business processes they had utilized within their organizations with the I.T. Channel.

This initiative created hours of content shared with thousands of I.T. leaders across North America throughout 2022-2023

### CLIENT FEEDBACK

“[Fox & Crow] brings a wealth of value and wisdom to those who work around [them].”

“I just answered questions. By the end of it, [Fox & Crow] had mapped out a beautiful flow chart which was basically identical to our internal SOP!”

The **THURSDAY**  
PROCESS

