



BUSINESS CASE STUDIES

With Customer Feedback about ALANSA
Support Services

Customer Requirement: [Client], a large space systems company, needed to get their mid-level managers up to the vice president level to reconnect with the government clients needs in a visceral way to keep motivation high in long term developmental projects.

ALANSA Successful Solution: ALANSA, teamed with a strategic partner, researched and obtained a multi-service mix of service members with the aptitude and relevant experience to present to the group of highly talented rocket scientists. A forum of warfighter users was created to present experiences from a “boots on the ground” perspective..

Customer Testimonial: ...This event was highly successful. Numerous people stopped me in the hall afterward and said that they were WOWed and thanked me for putting this on. We will do this again, soon, with an even greater audience.

Customer Requirement: [Client], a Not for Profit organization, needed to establish an outreach campaign to increase membership.

ALANSA Successful Solution: ALANSA successfully identified potential in a previously almost untouched market segment and matched a specific organizational benefit. ALANSA produced a successful campaign to target the market.

Customer Testimonial: This is AWESOME.

Customer Requirement: [Client], a US Based high end medical facilities provider needed assistance to maneuver through the bureaucratic requirements to establish the proper type of export license.

ALANSA Successful Solution: ALANSA researched and visited with appropriate authorities and officially established the classification of a previously unclassified product set for export. ALANSA obtained the export control license exemption and established a good working relationship with the Bureau of Industry and security and other Department of Commerce personnel. These personnel then extended themselves to provide additional export assistance and advise.

Customer Testimonial: Thanks so much for driving this process on ...{client's} behalf. Great Job!