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Thread:	Interesting retrospective	Posted Date:	November 28, 2018 2:02 PM
Post:	RE: Interesting retrospective	Status:	Published
Author:	 John Lyons		

I was in the Air Force and the transition to civilian life was at best difficult and at worst extremely frustrating. You are fortunate that you recognized some of Alcoa's issues and got out before the plant closure. The classes this semester have helped add new insights to the vagaries of the business world no doubt.

(Post is Unread)

Thread:	Interesting retrospective	Posted Date:	November 22, 2018 9:20 PM
Post:	Interesting retrospective	Status:	Published
Author:	 Nathan Smith		

The year I left the Navy I worked for ALCOA for a year. It was a pretty unpleasant experience. I decided to do the analysis of ALCOA instead of Tesla. Throughout the 2 classes this semester I have been looking at my year there and what I learned and applying how things may have been different. The plant ended up shutting down 2 years after I left and I wanted to learn what has changed with the company since then. Its been really satisfying to be able to read these reports and better understand what they mean.

(Post is Unread)

Thread:	Non-profit Organization and Competition	Posted Date:	November 1, 2018 9:23 PM
Post:	RE: Non-profit Organization and Competition	Status:	Published
Author:	 Charles Lang		

Thanks. I am sure they have people they answer too as well.

(Post is Unread)

Thread:
Non-profit Organization and Competition
Post:
RE: Non-profit Organization and Competition
Author:  John Lyons

Posted Date: October 31, 2018 4:23 PM
Status: Published

Percentage wise a small % of government spending is at discretion of Congress or the Executive Branch. A major % is so-called entitlements like Social Security and Medicare. I fail to agree that either is an entitlement, since all W-2 workers pay these taxes throughout their working careers and their employers match their social security tax payments. In addition, once an individual becomes Medicare eligible at age 65, they must pay for it every month. All social security "income" is also taxable once it begins being paid.

The only fee funded (non taxpayer funded) agency of the US government is the United States Patent and Trademark Office whose fee revenues pay for operating expenses albeit not for profit. In fact, not all of the fees that are collected are given to the USPTO ergo several \$millions is siphoned off by the US Congress for other purposes.

I hope that this is useful.

(Post is Unread)

Thread:
Porter's Five Force Analysis Drawback
Post:
Porter's Five Force Analysis Drawback
Author:  Jerry Montes

Posted Date: October 29, 2018 9:27 PM
Status: Published

So the subject is a little misleading. I don't believe it's a total drawback. I figured I would use it to get people's attention. It seems to me in this case, the SWOT method would have been better to analyze a company's strengths and weaknesses in comparison to its competitors in its industries. In my research on the strengths for TI I found it more useful to utilize the SWOT analysis which had been created on TI to gather my data and develop my paper. In full transparency, I have used SWOT to make a decision on various scenarios and situations in business. So maybe my familiarity with the method plays a part in my bias towards it. I'm wondering seeing as how some of the same information can be

utilized by both if there's been an instance anyone has used both at the same time or even a hybrid to evaluate a business or market?

(Post is Unread)

Thread:

Mid-term simulation perspective note

Posted Date:

October 29, 2018 10:32 AM

Status:

Published

Post:

RE: Mid-term simulation perspective note

Author:

Sharissa Johns

Chauma, thank you for summing up the connection between course material and the simulation so eloquently. At first, my trials with the simulation were a sensitivity analysis of sorts... What actions result in what response... Then I went back to the foreground info and changed my pricing strategy. As a tactile learner, the simulation has been very helpful, and lots of fun!

(Post is Unread)

Thread:

Mid-term simulation perspective note

Posted Date:

October 29, 2018 9:35 AM

Status:

Published

Post:

RE: Mid-term simulation perspective note

Author:

Russell Richardson

Chauma, you stated that quite well. It is good to see how the course material and the exercise correlate to one another. There are a lot of variables that come into play when making decisions for an organization, especially those organizations that are driven by profit and long term growth. Attaining and maintaining competitive advantages are difficult and this simulation is a good exercise that proves that point.

(Post is Unread)

Thread:

Mid-term simulation perspective note

Posted Date:

October 29, 2018 9:29 AM

Status:

Published

Post:

RE: Mid-term simulation perspective note

Author:

Russell Richardson

Kirra, I can assure you that based on the simulation, I am not ready to be a CEO yet either. I have enjoyed the simulation and some of our other activities that we are using to learn how to make sound decisions. Everyone has to start somewhere, and I like the material that we are covering and the processes that we are using to become the next great leaders of organizations.

(Post is Unread)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 29, 2018 9:25 AM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:

James Yelvington

most of The time this is true....there are periods, especially when the price of oil is low that we have to also try to be the lowest cost. It is like our Simulation we just did for the mid term. It is a balancing act and not everybody gets to be happy.

(Post is Unread)

Thread:

Non-profit Organization and Competition

Posted Date:

October 28, 2018 10:01 PM

Status:

Published

Post:

RE: Non-profit Organization and Competition

Author:

Minh Huynh

Charles, there is an organization called Ocean Leadership who provide NSF overview and oversight for our program. They keep a close watch on our large spending and expedition schedule. To keep them happy we must keep the scientists sailing and keep the drill pipes turning. We have to show maximum value for the money that they give us. No other scientific ocean drilling platform comes close to us in terms of expedition per year.

<https://oceanleadership.org/about-us/>

(Post is Unread)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 27, 2018 9:12 PM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:

Samantha Kellerman

I used to work for Kroger and when they were training you they went over in detail about their business strategy the company uses. 2 of the 5 business strategies were low prices and a strong customer service. A competitive advantage of theirs is the ability to sell products with higher net margins.

(Post is Unread)

Thread:

Mid-term simulation perspective note

Posted Date:

October 27, 2018 8:55 PM

Status:

Published

Post:

RE: Mid-term simulation perspective note

Author:

Samantha Kellerman

Thank you Chauma for providing all these connections. I also recognized an anchoring bias for myself because I didn't initially want to deviate too much from the starting simulation numbers. I also found success in not allowing myself to be bought into a bias of thinking I understood what was going on, but performed the opposite of my conclusion to attempt to see the opposite reaction.

(Post is Read)

Thread:

Mid-term simulation perspective note

Posted Date:

October 27, 2018 2:42 PM

Status:

Published

Post:

RE: Mid-term simulation perspective note

Author:

Xiaomin Yang

Dear charles? What do you think? What learnings did you apply to the simulations? Thanks. XY

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:**Mason Edwards****Posted Date:**

October 27, 2018 1:41 AM

Status:

Published

I worked with an integration firm that was grew out of the industrial distribution business.

1. Strong customer relationships existing due to distribution channels.
2. Small and Flexible to the customer desires and familiarity with the processes. Many customers were similar industries.
3. Rural location we were cost competitive due to lower cost of living versus companies near cities.
4. Experiment with new markets. Started an Agriculture division.
5. Engineering group initially formed due to collapse of a local industry had strong network with similar industries in the region.

(Post is Unread)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:**Charles Lang****Posted Date:**

October 26, 2018 9:54 PM

Status:

Published

Most Oil and Gas companies will get away with whatever they can. The only fiduciary they have is to the company. I have even seen leases without damage waivers. (I personally refuse lease to someone when the lease does not contain a damage waiver and I always point out if it is missing a Pughe clause to the

lessee).

(Post is Unread)

Thread: Non-profit Organization and Competition
Post: RE: Non-profit Organization and Competition
Author:  Charles Lang

Posted Date: October 26, 2018 9:47 PM
Status: Published

I can't help but wonder who is in charge of the government money and how do they decide who gets it?

(Post is Unread)

Thread: Mid-term simulation perspective note
Post: RE: Mid-term simulation perspective note
Author:  Charles Lang

Posted Date: October 26, 2018 9:43 PM
Status: Published

Thanks for posting that perspective. I was wondering how the simulation was connected to the previous material.

(Post is Read)

Thread: Mid-term simulation perspective note
Post: RE: Mid-term simulation perspective note
Author:  Xiaomin Yang

Posted Date: October 26, 2018 3:02 PM
Status: Published

Chauma, thank you very much for the summary. Glad to see that we all learned a lot from the course. Xiaomin

(Post is Read)

Thread: Possible Glitch in Marketing Simulation - Small Customer Satisfaction **Posted Date:** October 26, 2018 2:57 PM
Status: Published

Post: RE: Possible Glitch in Marketing Simulation - Small Customer Satisfaction

Author:  Xiaomin Yang

Mason, I recommend you think about the following questions: which is the distribution model for small customers? What do they care the most? what drives their satisfaction? Xiaomin

(Post is Read)

Thread: What's the business strategy and core competitive advantage of an organization that you once worked with? **Posted Date:** October 26, 2018 1:55 PM
Status: Published

Post: RE: What's the business strategy and core competitive advantage of an organization that you once worked with?

Author:  John Lyons

Semper Fi. Well said and thanks for serving.

(Post is Read)

Thread: What's the business strategy and core competitive advantage of an organization that you once worked with? **Posted Date:** October 26, 2018 1:52 PM
Status: Published

Post: RE: What's the business strategy and core competitive advantage of an organization that you once worked with?

Author:  John Lyons

They were also on the wrong side of technology trends in thinking that a PBX was going to be the central controller for voice, data, video et al in any given business. They neglected more than a few things and not the least of which was/is VoIP and the integration of data streams into high speed Ethernet LANs.

My former gig at HP was in converting all office communications to MS Skype for Business (Microsoft bought Skype) and turning off all PBX's worldwide. We

had over 800 sites just in north and south America. A further step was moving all IP traffic to wireless access points (WAPs or simply APs). This required analysis and heat map testing and simulation of all office space to ascertain how many APs were needed and where their placement should be. Nortel or Northern Telecom bought BayNetworks years ago in order to try and enter that market but it was too little and too late as Cisco was the looming 800 pound gorilla in the space.

Days of yore.

Thanks for your post. John

(Post is Read)

Thread:
Mid-term simulation perspective note

Posted Date: October 26, 2018 1:39 PM
Status: Published

Post:
RE: Mid-term simulation perspective note

Author:  **John Lyons**

All good points no doubt. It is tedious but fun to get the last quarter and see your results. I am taking a much needed break. HA.

John

(Post is Read)

Thread:
Possible Glitch in Marketing Simulation - Small Customer Satisfaction

Posted Date: October 26, 2018 11:11 AM
Status: Published

Post:
Possible Glitch in Marketing Simulation - Small Customer Satisfaction

Author:  **Mason Edwards**

Not intended to be a strategy guide but more of a warning. Small segment customer satisfaction is backwards.

If you adjust the percentage of sales for Large vs Small it would be expected that less support for small would make the small customer less satisfied and more support would keep them very satisfied.

Since small always seemed to be very satisfied even though sales decreased as I took support away I thought I would try a run at capturing that market segment. As I increased the support towards small it was the first time I made that segment less than satisfied (while using a reasonable pricing strategy). The sales however went up as the support increased.

(Post is Read)

Thread:

Mid-term simulation perspective note

Post:

RE: Mid-term simulation perspective note

Author:



Mason Edwards

Posted Date:

October 26, 2018 12:59 AM

Status:

Published

Both 611 and 612 are about Decision Making but I think this simulation really ties the two together.

I've tried it more times than I care to admit and should probably be more financially conscious in my decision process.

Realizations I've had due to the simulation.

1. Revealed some decision making biases. Anchoring either to starting position or strategy. Escalation of commitment to strategy.
2. Can stick to a strategy for too long and not allowing myself to see the data that shows what was wrong with continuing.
3. Can try to implement a strategy too quickly which damages profits creating a snowball effect.
4. Lack of thorough research. Started playing game before reading materials and watching all preparation videos.
5. Tendency to focus on only a few pieces of data or decision controls.
6. Trying to run advanced analytics without truly understanding the underlying mechanics.
7. Forgetting to check the grading metric and not realizing what was actually pulling earlier scores down.
8. Getting aggravated about options I don't have in the simulation rather than focusing on what I can control.

(Post is Read)

Thread:
Buyer Bargaining Power and Competitive Advantage in Negotiations

Post:
RE: Buyer Bargaining Power and Competitive Advantage in Negotiations

Author:  **Ysabel Ledezma**

Posted Date: October 25, 2018 9:06 PM
Status: Published

One part needed for warranty repair program for my companies scope is to insure they are ISO compliant. One other thing to worry about when negotiating services is what happens if something goes wrong, who is stuck holding the check. This is could mean you take the lower price because economically it makes sense when compared to higher price with some type of warranty/guarantee. T's and C's are where the effects of deals can rear their ugly head.

(Post is Read)

Thread:
Mid-term simulation perspective note

Post:
RE: Mid-term simulation perspective note

Author:  **Ysabel Ledezma**

Posted Date: October 25, 2018 9:01 PM
Status: Published

Hello Chauma,

I whole heartily agree with your summation. The hard of all this is to motivate your team to use this same thought process to accomplish the goals of team. That is where I believe we will all find the true value of our course work.

(Post is Read)

Thread:
What's the business strategy and core competitive advantage of an organization that you once work with?

Post:
RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:  **Chauma Smith Guss**

Posted Date: October 25, 2018 4:06 PM
Status: Published

I worked for a regional electrical supplies distributor (not electricity, but things involved in wiring and fixtures and conduit etc). We had the objective of being the first choice of suppliers, customers, and employees, and over all did a pretty good job at that. One of the advantages we were building out and were very early to market with is the concept of a supplier partnership service. We would take over management of a customer's warehouse, negotiate special pricing with suppliers of stock based on the usage of parts over time, and keep the minimum number of parts on the shelf to reduce customer inventory storage overhead. In return, the customer would write all of their business to us. For specialty projects, we would put together a tractor trailer that had the bill of materials' worth of pieces loaded to it, and the customer workers would come to the "door" if the trailer was manned, or pull stock as they needed it. In all three scenarios (warehouse, manned trailer, unmanned trailer) we would do billing monthly based on inventory changes in the inventory space, reducing paperwork on the customer's side, guaranteeing business to our suppliers, and giving us an edge over drop delivery distributors. When I left the company, each regional division had its own fleet of job trailers and individual programs, and our One World ERP system had been customized to support that kind of transaction and billing.

(Post is Read)

Thread:
Mid-term simulation perspective note

Posted Date: October 25, 2018 8:04 AM
Status: Published

Post:
RE: Mid-term simulation perspective note

Author:  Kirra Brooks

Well put Chauma. It's always good when exercises not only reinforce the material directly but are applicable real world scenarios, not to mention a little bit fun. I'm personally working on digesting all of the information given during the simulation in order to make the most sound decisions, at the moment i'm definitely not ready to be anybody's CEO.

(Post is Read)

Thread:
What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date: October 25, 2018 1:16 AM
Status: Published

Post:
RE: What's the business strategy and core competitive advantage of an organization that you

once work with?

Author:



James Stietenroth

No, we are definitely not the only automation group within an EPC anymore. We are and have been one of the biggest for several years. I think the biggest barrier an EPC would have to entry into automation would be technical knowledge. Even today, very few people outside of the automation business unit at my company actually know what we do. The easiest way to overcome this would be to acquire an existing automation company. I'm in the oil and gas industry so acquisitions happen pretty often. Even in the automation business unit we have acquired several smaller companies over the last several years to gain technical knowledge, proprietary software, and expand into different industries.

(Post is Read)

Thread:

Mid-term simulation perspective note

Post:

Mid-term simulation perspective note

Author:



Posted Date:

October 24, 2018 6:24 PM

Status:

Published

While we're all smashing our faces against the simulation, I wanted to stop and share a neat connection I found between our course material and this exercise. Note: I probably think this is much cooler than most folks would, but it's relevant enough to me to just throw out for consideration. I like games that incorporate learning material, so it speaks to one of my favorite mechanics. I had to take a moment to step back and look at the module objectives, and this is what I came back with:

Explain that great leaders balance judgement with data analysis to make good decisions.

Describe the role of risk tolerance in judgment

Appraise individual leadership styles

Outline the data-driven decision making process

[[we are given a great deal of information about the company and the scenario task ahead of time. The over-time nature of the feedback actually lets us see the results of changes and take higher risk moves (or more conservative) than we would in real life]]

Discuss cognitive bias in detail

Evaluate tactics to frame communication and influence others

[[these things are tied to whether we will raise pricing or how we filter customer feedback in changing our variables]]

Make intuitive judgment in decision making

Negotiate with others to create and claim value

Improve business decisions decision & argument with data analysis

Motivate an organization to implement decisions

[[we are given some of the desires of the customers and distributors, and given information about how our manufacturing, marketing and R&D decisions are impacting the bottom line]]

Analyze decisions with Decision Tree tool

Construct decision tree with MS Excel add-in

Incorporate both value and uncertainty in decision making

Quantify business risk tolerance in decision analysis

[[this is sneakier, but has programmed us to think more directly in complex if/then models, it's probably one of the most valuable thought models I've been presented]]

Evaluate business strategy

Explain competitive advantages of a company

Link decision and desired outcome with an organization's strategy to create long-term value

Identify organizational compatibility of changes (inertia)

Explain growth innovation

Set objectives of products at different stages of lifecycle

[[this is the entire point of the strategy simulation]]

(Post is Read)

Thread:

What's the business strategy and core competitive

Posted Date:

October 24, 2018 11:38 AM

Status:

Published

advantage of an organization that you once work with?

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:



Ryan Holt

Indeed, a case where flexibility and customer service beats out a lower unit price.

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 24, 2018 11:20 AM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:



Ryan Holt

James,

You said, "**at one time**, we were the only large automation group within an EPC," which leaves one to assume that your unit is no longer the sole automation group within an EPC company. If this is the case, did your company have a barrier that was overcome, or did it lack a barrier all together?

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 23, 2018 3:58 PM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:



Ryan Holt

An organization for which I once worked for: United States Marine Corps

Business Strategy: To be the United States's expeditionary force of choice in the defense of American interests.

Competitive Advantage: The Marine Corps subjects its conventional Marines to the harshest training of all branches within the conventional Armed Forces. Furthermore, the Marine Corps has the ability to launch a full scale attack with conventional forces from the air, on land, and from the sea, and can launch that attack anywhere in the world within 72 hours of the respective Warning Order being initiated. Moreover, the Marine Corps has the ability to conduct smaller raids with conventional forces to eliminate less significant threats, anywhere in the world within a 24 hour period.

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:



Kirra Brooks

Posted Date:

October 23, 2018 9:35 AM

Status:

Published

I think insisting on uniforms was a nice touch. Even though they'll probably end up dirty by the end of the day, as to be expected, when the crew shows up they look professional like they know what they are doing. I'm definitely more inclined to have repeat business with a company that have some sort of uniformity amongst them, 8 years in the military pay play a small part in that mindset.

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:



Russell Richardson

Posted Date:

October 23, 2018 8:45 AM

Status:

Published

When it comes to competitive advantage, my current company is still creating its niche. The reason why I say that is because it has a very diverse business strategy aimed at providing IT services to the Federal Government, with a major segment of that to the Department of Defense. My company works with several clients within the government and we possess strong capabilities in network design &

building, planning, governance, quality management, security, analytics, virtualization, operations, and business process improvement. Considering how competitive the IT and defense industry is, my company puts a great amount of emphasis on deep domain expertise in complex network design applications and unifying communities of interest. If anything, our competitive advantage is integrating classified and special category networks into unified networks. We pride ourselves on being integrators, and like many other companies, we place lots of attention on continuous improvement. The only concern that I have is that we have too much of a "Jack of All Trades" strategy. With that being said, the company works hard to recruit the best and brightest in an effort to expand capabilities and ultimately market share. I used to work for a much larger company (General Dynamics) that had the ultimate diversification strategy, but that company split into separate business units to better manage all of the diverse projects. It's competitive advantage stemmed from its vast resources and ability to mobilize into different market segments quickly.

(Post is Read)

Thread:
Buyer Bargaining Power and Competitive Advantage in Negotiations

Post:
RE: Buyer Bargaining Power and Competitive Advantage in Negotiations

Author:  Gray Lankford

Posted Date: October 22, 2018 10:22 PM
Status: Published

With two focus markets, architecture and signage lighting we're taking different approaches. Signage being a low margin market, we have opted to move to more horizontal to offload inventory and opex. While with architectural lighting being more high margin, we've moved more vertical because we have the cash to fund this market and expand.

(Post is Read)

Thread:
What's the business strategy and core competitive advantage of an organization that you once work with?

Post:
RE: What's the business strategy and core competitive advantage of an organization that you

Posted Date: October 22, 2018 10:17 PM
Status: Published

once work with?

Author:



Gray Lankford

YES! Specifically in the signage market we are having a hard time taking that value added to the next level. So low cost has become a larger focus for us, while also expanding what markets we are in.

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 22, 2018 2:46 PM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:



James Yelvington

In our business we choose to not always be the cheapest which is often hard instead we work to differentiate ourselves in our product offerings and technical expertise. Most of our direct competitors actually have a much more expansive product offering than we do but we have chosen to do several things to set us apart. First we have a focus on electrical distribution in and around the petro-chem industry. We probably understand the needs in this industry better than any of our competitors. Second we are not only a switchgear manufacturer but since we also offer full Power Control Rooms / buildings housing switchgear and control we often act as a full integrator in our core markets giving clients one stop shopping. This also buys us favor with some E&C firms since we can take on some of that specific engineering. We also act as a custom solutions provider willing and able to respond to customer specific request where our competitors are unwilling to.

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 22, 2018 12:37 PM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:



Xiaomin Yang

Mary, the actions that you described are exactly what your company should do to offer differential services in order to charge a premium price. Excellent job! Thanks.

(Post is Read)

Thread: What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date: October 22, 2018 12:34 PM
Status: Published

Post:
RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:  Xiaomin Yang

Charles, your short description of Nortel hits the nail on the head. A market leaders must invest in customer services to address their needs so that the customers with deep pockets are willing to pay a premium to try new products. Thanks. Xiaomin

(Post is Read)

Thread: Non-profit Organization and Competition

Posted Date: October 22, 2018 12:30 PM
Status: Published

Post:
RE: Non-profit Organization and Competition

Author:  Xiaomin Yang

Minh, I learned one thing from Texas A&M experience, academic segment is quite competitive. Universities compete fiercely for limited government funding and talented students. XY

(Post is Read)

Thread: Buyer Bargaining Power and Competitive Advantage in Negotiations

Posted Date: October 22, 2018 12:28 PM
Status: Published

Post:
RE: Buyer Bargaining Power and Competitive Advantage in Negotiations

Author:



Xiaomin Yang

Gray, one way to thrive in a highly competitive market is integration, upward and downward, to gain access to broader market and further reduce cost. Xiaomin

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 22, 2018 10:05 AM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:



Charles Lang

I once worked for Nortel Networks. They were trying to be the first to market in a highly moving Tech field. They oversaturated the market, the concentrated to much on installation and did not concentrate on service as much as other companies and now they are no longer in business.

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 22, 2018 10:01 AM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:



Charles Lang

Thanks for sharing. I like the information that was on the link. Thanks.

(Post is Read)

Thread:

Buyer Bargaining Power and Competitive Advantage in Negotiations

Posted Date:

October 22, 2018 9:58 AM

Status:

Published

Post:

RE: Buyer Bargaining Power and Competitive Advantage in Negotiations

Author:

Charles Lang

In the leasing side of the Oil and Gas Business buying power and competitive advantage is key.

You have to be "fast-moving" in the acquisition of leases. Once you lock in your leases, you can maintain the monopoly on the site as long as you produce oil or gas from it (known as HBP or Held by production). So, the more money you can spend on obtaining those leases gives you a huge advantage. I was in Louisiana and cut a check to a farmer for 1.2 Million dollars for a lease of only 112 acres. (which he folded up and put into his overalls, really!) They were paying over 10k an acre just to get a lease signed in certain areas. So deep pockets give you a large advantage when negotiating leases.

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 22, 2018 8:49 AM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:

Russell Richardson

Mary, that's a good post. I am a person that notices and appreciates quality landscaping in both residential and commercial environments. I can see how your wanting to differentiate your company from the other companies in the area would certainly give you a competitive advantage, especially when the services that your company provided would appear (at least from your post) to be a more organized and higher quality service being rendered than your competitors. Your expertise and insistence directly resulted in additional accounts and business opportunities for the company. May I ask if the company is local to Houston or does it have a wider geographic area in which it operates? Just asking, for a friend.

(Post is Read)

Thread:**Posted Date:**

October 22, 2018 8:26 AM

What's the business strategy and core competitive advantage of an organization that you once work with?

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:



Russell Richardson

Status:

Published

John, very interesting. I have never heard of Securus, but I will definitely be doing more research into them and their technologies and techniques. As someone who does information security as a career, it is always good to know about other technologies that I am unfamiliar with. Thanks for sharing your experiences with us. Good post.

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 21, 2018 9:18 PM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:



Daniel Carmona

Gray, I see a differentiation strategy your company uses by emphasizing value added elements offer through your LED products.

(Post is Read)

Thread:

Buyer Bargaining Power and Competitive Advantage in Negotiations

Posted Date:

October 21, 2018 9:01 PM

Status:

Published

Post:

RE: Buyer Bargaining Power and Competitive Advantage in Negotiations

Author:



Gray Lankford

My companies issue has been volume when it comes to buyer bargaining power. We are rather small in terms of the LED industry. Mostly because our focus has been on signage which is quite small when compared to general lighting. This is difficult also because the signage industry is coming close to the end game of product cost reduction. So while we continue to decrease cost via materials, we've

faced declines in sales because of the low cost of entry for competitors. We're shaking up our strategy and have purchased a linear architectural brand to begin growing an architectural portfolio. This gives us a much wider range of markets and products to sell, and drives material volumes us, giving us leverage in material negotiations.

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:

Gray Lankford

Posted Date:

October 21, 2018 8:50 PM

Status:

Published

My companies business strategy comes from product advancement and technology. We develop custom optics for LED lighting. Optics that create unique beam patterns you cannot find anywhere else. This gives our LED products a technical advantage over our competition. We have a couple of competitors that try and compete with us in the optical technology, and very few years they reach a level of performance that we created about 3 years in the past. Our strategy is to stay just ahead of these competitors. We also have low-cost competitors. They try to bring in products that light about half the area of us, but at half the cost. This is where a total system cost analysis has to be done included labor install costs. So not only are we benchmarking other tier one (high tech) companies like ourselves, we also benchmark the low-cost products to make sure we are maintaining system cost advantages over the vast majority of the market. Then we have to do an exceptional job of explaining this to our customers to make them see that we are indeed the best option for them.

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:

Mary Montgomery

Posted Date:

October 21, 2018 8:48 PM

Status:

Published

When I took over the maintenance department for one of the top residential landscaping firms in Houston I was asked to expand the business. They were running 2 crews and had about 100 clients. After checking all the accounts and getting to know the landscape architects design styles I devised a plan to set us apart from all the other maintenance companies at the time. I told my boss if he wanted to charge a premium like he was he needed to offer something that set him apart from the mow, blow and go guys and that was a full service all inclusive year round plan. The only thing it did not include was seasonal color, but you can bet I had those proposals and designs mailed out to clients promptly for planting. I also started offering a new novel at the time organic fertilization and pest control program. This is where the market was going and I wanted us there first, it also helped that I already had the knowledge. I also insisted that the crews be uniformly dressed and look professional.

So what happened after I got my game plan going, the crews looking professional I was able to double the number of accounts and added 2 more crews in a year.

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 21, 2018 6:30 PM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:



Samantha Kellerman

Thanks Andrew for sharing your experience. The company I currently work for is working to expand into higher power (20KVA+) because we're focusing on our unique custom power supply capabilities. We can not compete on the low cost platform like large companies, Synqor and Vicor, can, but we're willing to take on the challenges that others do not wish to. Synqor has even approached us to take some of their custom module customers while agreeing to use their bricks where we can.

Maybe the company I work for can continue to seek our customers feedback to grow into new possible markets.

Thank you,

Samantha

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 21, 2018 7:29 AM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:

Minh Huynh

Your only having one competitor might be evidence of a high barrier for new competitors into the industry. Innovations and engineering expertise at your company may be keeping out new entrants.

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 19, 2018 12:21 PM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:

Xiaomin Yang

Dear John, Thank you very much for sharing the insightful information. I'm reading the HP history. XY

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 19, 2018 12:17 PM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:

Xiaomin Yang

Mellisa, Excellent example. Patents are an excellent competitive advantage for

companies that offer differentiated services/products. Thanks. XY.

(Post is Read)

Thread:

Buyer Bargaining Power and Competitive Advantage in Negotiations

Posted Date:

October 19, 2018 12:12 PM

Status:

Published

Post:

RE: Buyer Bargaining Power and Competitive Advantage in Negotiations

Author:

Xiaomin Yang

Kirra, good observation. I guess cost leadership is a dominating strategy in the repair shop segment particularly these working on the warranty program. I agree with your analysis. Thanks. XY

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 19, 2018 8:19 AM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:

Matthew Wiszowaty

Currently, I work for a company that in my sector only has one other competitor. Our competitor is core based in the Maritime field and us in the food field. When I look over the past 40 years of the industry, I see my company constantly striving for a more detailed in-depth engineered product where our competitor shows a much better marketing scheme. We have just launched a new product that is very different than our competitors and we have already seen them scrambling to find a way to market against it while they develop a similar product. We are also able to offer packages to a vessel. Being able to offer a handful of the equipment allows us to control most of the fuel and lube going to and from the engine.

Over the entire company, I see our advantage in the ability to take on entire start to finish projects. Using one example; the brewing industry, we are doing very well in. We have procured different businesses so we can now give a new brewery a turnkey solution from bringing the hops into the building to bottling and packaging the beer as it comes out. Everything in the plant is stamped with GEA. We are also able to do this on Milk Farms with automated milked machines that

bring the cows into the milking machine, remove their waste, feed them, clean the milk, treat the milk and bottle the milk. Turnkey solutions are our competitive advantage over the competition.

Lastly, with all these examples we are big enough to ride the downswings in some markets while other markets experience the highs. Having a large diverse company allows us to constantly have the cash to develop products and release them when industries get hot.

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 18, 2018 4:30 PM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:



John Lyons

HP broke up into HPE and HPI then spun off what was their prior purchase of EDS (from GM) to CSC. HPI is now all the printers, PCs et al where HPE is HP Enterprise so will do servers, storage area networks and business services (i.e. data center management and "cloud" services).

Their PC business had already migrated to China for manufacture and their retail sales are everything from Wal Mart to Office Depot and Best Buy. Test equipment was the origin of the company in Palo Alto and that group was spun off into Agilent Technologies. Agilent then spun parts off to KeySight Technologies. Dave and Bill started in a garage in Palo Alto that is now listed as a National Historic site. It is considered the birth place of Silicon Valley.

Before all the splits and changes, there were over 330,000 employees in 130 countries world wide with over \$130 Billion in annual revenue. The original spin off starting in 2015/2016 re-arranged the Fortune 500.

If you are interested, here is a good site.

<http://www.hp.com/hpinfo/abouthp/histnfacts/publications/garage/innovation.pdf>

As noted above, IBM has quit the PC business. As you may notice in the business news, IBM is struggling yet to ascertain its direction while having yet another round of layoffs. Before splitting up into parts, HP acquired Compaq which had earlier acquired numerous companies including DEC, Tandem and Stratus. Many computer and PC companies have come and gone but almost all are made off

shore now. Dell does some assembly in Round Rock, TX but the components are made elsewhere.

No idea what will transpire with HP next but am pretty sure that shrinking and divesting is not a long term recipe for success.

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 18, 2018 12:46 PM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:



Andrew Burgess

Hi All,

In my last position I worked as a technical sales engineer for an electrical condition monitoring company .

What gave us a core competitive advantage over our (much larger competitors) was our ability to test and monitor any type of High Voltage (4kV +) item of electrical equipment (motors / generators / cables / switchgear / transformers etc.) .

This diversity came from being a very small company in the early days where we simply couldn't/didn't turn down work and as such built up a very wide range of applications experience allowing us to climb the experience curve at a much greater rate than our larger, less nimble competitors. Let's call it the have a go as we have nothing to lose mentality!

This led to product development and innovation based on our clients feedback (at one point 60% of the company's turnover was going back into R&D) and helped us expand into new markets (especially those markets where any downtime suffered by the client results in large losses e.g. data centres / oil and gas).

As detailed in a previous thread, we were successfully able to partner with much bigger organisations thanks to our willingness to understand and adapt to their needs.

I would also like to mention that our focus on providing outstanding customer service proved to be a big differentiator (at no significant extra cost) as we could offer a personal point of contact for each of our clients which they seemed to appreciate.

Additionally, the product offering was very unique allowing the company to operate with very high margins.

I think the strategy of the business now is to consolidate its market position and focus solely on growing market share in the industries where it has developed a strong foothold and technological advantage.

It should also continue to represent the industry at standards committees to lobby for its products' technical specification to be written into the standards. Then, when tenders are released in the future they are in pole position to win the projects.

BR,

Andrew

(Post is Read)

Thread:

Buyer Bargaining Power and Competitive Advantage in Negotiations

Posted Date:

October 18, 2018 12:29 PM

Status:

Published

Post:

Buyer Bargaining Power and Competitive Advantage in Negotiations

Author:



Kirra Brooks

In my current role, I have been working to establish a repair and warranty program for the maintenance department at a client site. This has included identifying repairable parts and associated preferred local repair vendors. During various conversations/audits of these vendors, I've found myself asking "what sets you apart from everyone else?". In this geographical area there are plenty of repairs shop all within close proximity to one another. In most cases the competitive advantage will come down to whether they offer pickup services, the complexity of the repair they can do and ultimately price.

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 18, 2018 12:11 PM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:**Kirra Brooks**

I worked for a global cable manufacturer who identified their strategy by their ability to innovate and aimed to serve as an "enabler" for development with its customers in various countries. As well as focusing on expansion and balanced growth.

I believe their competitive advantage to be their strong global presence as the world's leading cable manufacturer. Through several acquisitions over the years, they have established themselves in roughly 60 countries and in several different market segments within the energy cable and telecommunications industry.

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 18, 2018 8:09 AM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:**Melissa Boysen**

I worked for a private label food manufacturer in the past. The company held numerous patents on packaging. This was a great advantage for the company. As a private label manufacturer, you typically do not "own" the product formulation or packaging design. It is usually owned by the company you are manufacturing for (referred to as "co-manufacturing"). Having patents and control of the packaging prevented other "co-mans" from bidding on the business to compete with you on the business. This left the buyer with you as their only option unless they wanted to apply for new design patents and such. This makes the switching cost too high for the customers to go to other options.

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 18, 2018 7:53 AM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:

Minh Huynh

Yes, after buying IBM's Intel-based products line of business, Asian-based Lenovo has carved out market share in the PC industry. They successfully entered the competitive U.S. and is competing well with HP and Dell.

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 17, 2018 2:34 PM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:

Xiaomin Yang

James, I think this is a good example of using automation technologies to achieve cost leadership strategy and maintain high profit margin. Excellent. I'm particularly interested in how automation helps companies create competitive advantages over foreign companies that have lower labor costs. Machine vs. Human is making fundamental shift of global competition landscape. I want to learn more from you how the automation works for your company. XY

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 17, 2018 2:29 PM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:

Xiaomin Yang

MInh, Your insights about the PC industry is very helpful. The industry has been pressured by mass producers in Asia. I'm really interested in how the US companies, Dell, HP, respond to the global competition from strategy perspective.

We should do some research in this topic in the future. XY

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 17, 2018 1:55 PM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:

Brandon Manley

Yes sir. We often are not the lowest bidder, and will typically fall in the middle of the pack, or high. We seek out quality bids and offer the savings of the capital purchases upfront, but earn back the value of the equipment through leasing or usage especially since material moved is typical large volume. That is in the mineral sector.

In our oil & gas sector, we took on risk when first developing power plants, and ate some of the cost to work through the learning curve. Now, we have become well versed in power plant construction and can bid out the projects and build them rapidly without as much risk.

Another sector, we are one of two yards that can construct off shore rigs, so our competitive advantage is there isn't much competition. Each sector we have addresses an advantage in a different way.

(Post is Read)

Thread:

Non-profit Organization and Competition

Posted Date:

October 17, 2018 8:18 AM

Status:

Published

Post:

Non-profit Organization and Competition

Author:

Minh Huynh

Texas A&M University has won grants from the National Science Foundation (NSF) to operate drilling ship that studies rock cores retrieved from the deep oceans. The threats to the program come from many areas. A primary downward driver of funding has been politics. Over the last decade funding has been on a downward trend. Geology is not at the top of government priorities. In addition, cultural and legal pressure has forced the program to curtail celebratory maritime

customs such as a ritual performed during an equator crossing where those who have never crossed the equator on a ship, the so called pollywogs, must endure a mock trial and endure a sentence before becoming shellbacks. Now and again, another institution would submit a proposal and compete for the grant.

Texas A&M University has some advantages. Texas labor costs are lower than those of most other states. TAMU also has backers at NSF. The science labs on the ship world class. The program has a portfolio of suppliers, port agents, and other business partners around the world. However, the most important barrier is the expertise that has been built over 40 years of running scientific ocean drilling program.

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:



Posted Date:

October 17, 2018 7:58 AM

Status:

Published

I once worked for Dell Computers. At the time the PC industry had turned the personal computer into commodities. Profits per unit sold was very low. Dell, IBM, and HP were the primary suppliers of PCs for businesses. Competition among the big three was very high.

One of the strategies that the companies, including Dell, employed was to sell desktop and laptop computers at or near cost to gain market share. Then Dell would sell customers on desktop management services. Dell had a suite of proprietary automation tools to deploy computer hardware and software. All three market players kept out new entries by creating a barrier using their experience, innovation, and patents. Dell also differentiated their tools by making them hardware agnostic. In other words, we could use our tools to manage computers from other manufacturers.

Dell Services line of business became very profitable. Overtime Microsoft began to offer free tools that could do the same tasks as the Dell tools. In a case of forward integration, Microsoft being a supplier of Windows cut into Dell Services' profits.

(Post is Read)

Thread:		Posted Date:	October 16, 2018 11:32 PM
What's the business strategy and core competitive advantage of an organization that you once work with?		Status:	Published
Post:			
RE: What's the business strategy and core competitive advantage of an organization that you once work with?			

Author:  James Stietenroth

I work in the automation business unit of a large EPC. At one time, we were the only large automation group within an EPC. This allowed us to take on large automation jobs that included some other engineering disciplines without having to sub-contract to an outside company. Also, we could provide automation engineering services for the main part of the EPC. It basically provided a one-stop-shop for operating companies. Our business unit has grown and been profitable every year, even through downturns.

(Post is Read)

Thread:		Posted Date:	October 16, 2018 9:39 PM
What's the business strategy and core competitive advantage of an organization that you once work with?		Status:	Published
Post:			
RE: What's the business strategy and core competitive advantage of an organization that you once work with?			

Author:  Ysabel Ledezma

In my sector one of our core competitive advantages is our engineering/technical support structure. This has helped us develop and sustain operations onshore, offshore, and service.

Our business strategy is meet financial targets to outgrow the market, commitment to 8-10% EBIT margin excl. PPA, integration and restructuring costs

(Post is Read)

Thread:		Posted Date:	October 16, 2018 12:37 PM
What's the business strategy and core competitive advantage of an organization that you once work with?		Status:	Published
Post:			

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:

Xiaomin Yang

It seem that your company is doing a cost leading strategy (not low cost) as they can maximize the return of investment in large equipments and adding engineering capabilities (upward integration). Thanks. XY

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 16, 2018 12:33 PM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:

Xiaomin Yang

Charels, Thank you for sharing. It's interesting to know that your company sometimes can exclude a Pughe clause from the lease agreement. XY

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 16, 2018 9:41 AM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:

Charles Lang

I currently work in the Oil and Gas Industry. So there are multi-layers of business strategy and core competitive advantages.

One of the major advantages is the cost of entry.

Another advantage is signing leases with an HBP clause. (As long as there is production, the lease stays in full force)

Sometimes they try to control surrounding lands with a single drilling well by excluding a pughe clause. (Basically says if the land is not part of the well, you have to release it so it can be leased again)

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 16, 2018 6:09 AM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:

Brandon Manley

I work for a large construction company that is extremely diverse. Our competitive advantage is capital, specifically equipment. We are able to mobilize some of the largest equipment in the world for sizable projects without significant impact to owners. Additionally, due to the volume of sales we generate through purchasing, we can often receive advance orders on equipment that can take months of lead time for other companies.

Another advantage we have is cash on hand. Since we are a private organization, we have the ability to utilize cash to bid projects and even fund projects, a fast rising approach to construction, to get projects moving or started. Using both of those advantages we can estimate projects and provide services other companies cannot right from the beginning.

One new strategy we are developing now is engineering. We will still estimate design build projects, but have recently started growing an engineering specific side of our business to subcontract out to other entities and supplement revenue when we are waiting on new projects. The engineering side will also be utilized for project design, but can generate revenue from both design and build sides moving forward.

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 15, 2018 1:25 PM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:



Xiaomin Yang

John, Securus's business is really interesting. I never realize this kind of market which is sizable. It seems that the firm get almost half the market share. IP might be significant advantage of the company as the applications are quite unique. Thanks. XY

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Posted Date:

October 15, 2018 12:21 PM

Status:

Published

Post:

RE: What's the business strategy and core competitive advantage of an organization that you once work with?

Author:



John Lyons

I was the Intellectual Property Manager for Securus Technologies. We had nearly 100 patents and usually 20 or more in progress as well as many Trademarks.

What made the company unique is their market niche. Securus provides secure communications systems for voice, chat and email in prisons in 48 of 50 states in the US. Bexar, Travis, Harris and Dallas counties are all connected via Securus ergo many thousands of users since Texas has a large number of prisons and a high % of those incarcerated in the United States. Annual revenue in the prison calling industry is more than \$2 Billion and as you can deduce a captive audience.

One of our Patents included an ability to recognize a, "hook switch flash" that disallowed an inmate's ability to call an authorized number then have the called transferred to an unauthorized phone. When this occurred the call was terminated immediately and that attempted number was recorded.

An additional service is to provide Canteen credit accounts that allow outside persons to add \$ to an inside account for food or other allowed sundries.

Calling privileges are determined at individual institutions and can be managed by prison employees.

Securus had either pre-paid or collect calling only and limited authorized numbers to be called typically limited to families of inmates. Billing was as simple

and very little loss was ever incurred. All calls were recorded and archived to be used by law enforcement and often used to solve other crimes.

One interesting case I was involved with was in Florida at a prison where an inmate had used the Teletype for the deaf to communicate through a service to someone on the outside thinking that would avoid the conversation being recorded ergo circumvent any record or evidence collection. I had access to server the archive and was able to download the file that when listened to sounded like a lot of fax tones. Unknown to the user was a service that translated all of the conversation to text. Then it was as simple as ascertaining the language and running that through another piece of software to change the entire conversation to English. This file was then sent to the FBI and local law enforcement authorities resulting in solving other cases as well as new criminal indictments. That was high job satisfaction for our entire group as well as used for marketing purposes.

Securus is a relatively small company (less than \$1 Billion in annual revenue) but profitable no doubt.

<https://securustech.net/>

It is a rather unique business with definitely unique strategies and competitive advantages. One of their offered incentives to prisons is the ability to give percentages of calling revenues back to the facilities thus offsetting prison operational costs. On site equipment, maintenance and other costs are not billed to the facility but are included in the service. The customers/end users pay for all of the associated expenses.

Here is another interesting site:

<http://trends.vera.org/incarceration-rates?data=pretrial>

(Post is Read)

Thread:

What's the business strategy and core competitive advantage of an organization that you once work with?

Post:

What's the business strategy and core competitive advantage of an organization that you once work with?

Author:



Xiaomin Yang

Posted Date:

October 14, 2018 1:29 PM

Status:

Published

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← OK