

Case Study CsC013 – Paul’s Experience with Gun Shot **Category: IoT (Internet of Things)**

Gun Shot

To gain experience in an unknown area, the Internet of Things (IoT), Intel invested 15 months of product, resources and money into an Internet of Things (IoT) company, Gun Shot. Four months after the investment timeframe expired and Intel stopped their engagement, the CEO and CTO of the IoT, Gun Shot detection system, met Paul Daigle at a national point of sale convention, where he was presenting on managed services subject matter as an expert.

They approached Paul with an initial issue that involved manufacturing. After learning the background of the issues, Paul solved it in 10 business hours. Paul was then brought in to participate in further discussions with senior management to explore other product and operational issues. Paul was then engaged on a five-month project to address hardware, software, and distribution inefficiencies, raise capital, and create marketing and support teams. The organization had 13 distributors and 9 manufacturer’s representatives. It also had \$489,000 in pending orders and was on track to generate \$2.4M in revenues during its’ first year.

In this case, the client found Paul directly. Paul more commonly supports clients that are referred by financial institutions (PE, VC, and capital organizations). He typically assists financial institutions in the follow ways:

1. When they are frustrated with the financial results of an organization, and there is a need to restructure.
2. When they are aggravated by a lack of improvement or responsiveness by an invested organization that is underperforming.
3. When they are losing sleep, after unsuccessfully trying to fix a non-performing investment.
4. When they are desperate to make changes to a company to address performance issues, but the lack of expertise and infrastructure prevent making necessary changes in a timely manner.

Are these issues familiar to you? Do you know of someone who might benefit from Paul’s assistance in these areas? Let us know.

It Takes a Team, together everyone achieves more!