

CASE STUDY

THE COACHING AUTHORITY



Professional Development & Executive Coaching



APPROACH

- Executive One-On-One Coaching
- Continuous evaluation, course correction and alignment to outpace competitor's strategy, execution and profit.
- Leverage comprehensive thought leadership, proven framework, practical tools and expert advisors in 7 key areas.

AT A GLANCE

Archon Tech Strategies was initially known as Archon Apps. It was founded in 2010 and is no longer known as "an app company" because it has focused strategically and worked relentlessly to broaden its services and solutions. It works towards providing flexible and customizable technology solutions to satisfy their customers' needs. Through innovative consulting which they have made their signature, the company identifies its clients' IT needs and perfectly matches tech solutions through advanced IT experience, insight and expert capabilities. Archon Tech Strategies has been fundamental in venues such as Banker's Life Fieldhouse, the 2012 Super Bowl in Indianapolis, Raymond James Stadium in Tampa Bay, various federal buildings in Washington D.C, Global Data Centers, High End Residential Communities, and numerous Patrol Security. The company has a proven track record of providing the highest quality and customizable service within the industry.

THE CHALLENGE

Before Archon, the founder was an IT director in health care and before that he was the GM for an Event Security Company. He took what he had learned from those two markets, college and grad school and used them to launch Archon. Although all those skills helped in running Archon, the owner needed help with growth planning and execution which were his biggest weaknesses. He resulted to seeking for help from The Coaching Authority to provide Executive Coaching services to identify goals and tasks for himself and his team and also identify what seat everyone should be in on the bus.

EXECUTIVE OBJECTIVES

- Sharpen Focus on Attracting and Retaining Talent
Increase Leadership Bench Strength and
Maximize Return on Intellectual Capital
- Enhanced Leadership Ability through Alignment of Goals, Collaboration with Executive Colleagues, Building High Performing Teams, and Influencing Behavior
- Realize even Greater Employee Contributions to Results and Accomplishment of Organizational Goals
- Promote a Culture of Integrity, Teamwork, Exceptional Service and Continuous Learning.

"I don't really think anyone can grow their company on their own. They need to surround themselves with the right team. The Coaching Authority is an integral part of that team, and also the coach to help you build the rest of the team."

- Pioneer and Founder & CEO of Archon Tech Strategies

RESULTS/OUTCOMES

- **50% revenue growth in times of Covid from 2019 to 2020**
- **50% increase in operations**
- **Better identification of marketing, sales, operations, and cash flow goals**



Patrick S. Frazier, CBC
The Coaching Authority, LLC

(574) 286-1123

www.coachingauthority.net

Patrick.S.Frazier@gmail.com