The Four P’s of Success

Building a thriving business from the ground up

Corporate Headquarters - Then

Corporate Headquarters - Now

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About EA

Celebrating our 40th anniversary

- Interdisciplinary environmental services
- More than 400 professionals
- 23 offices including Guam, Hawaii, Alaska
- Small business – NAICS Code 562910
Four P’s of Success

Building a thriving business from the ground up

- People
- Projects
- Planning
- Perspective
People

Developing and maintaining business relationships

- Long-term Customers
- Employees
- Reliable Vendors
- Business Peers
Projects
Leveraging your expertise and building winning teams

- Exceed Customer Expectations
- Partner to Expand Capabilities
- Demonstrate Innovative Thinking
- Utilize Technology
- Gently Push the Boundaries
Planning

Creating a map so you know where you are going and when you have arrived

- Define Market
- Identify Goals
- Form your Team
- Project Numbers
- Establish a Timeline
Perspective
Seeing the forest through the trees

- Focus on Key Performance Indicators
- Set Targets
- Measure Performance
- Perform Benchmarking
- Stay calm and carry on – this is a marathon not a sprint
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