

Sema Group

<http://upload.wikimedia.org/wikipedia/en/a/ad/Semalogo.PNG>

Sema Group Telecoms

In the rapid early growth period of the Telecoms industry many of the major companies in the sector were driving software suppliers to create ever more scalable, complex and competitive products.

Sema realised that in order to achieve their ambitions within the burgeoning telecoms sector, the management group would need to be augmented and strengthened through training and development.

Mitchell Phoenix carried out a management audit, and then constructed a bespoke Change Management program. Initially this was rolled out to 40 managers, and then across the business to a further 100 managers who had been recruited in the interim and were located in France, the UK, Spain, Atlanta, Toronto and Singapore.

At the start of this project Sema were billing £4 million a year. At the end they were billing £40 million a year, winning most bids they entered. The Managing Director at the time, Frank Owen, remarked, "Sema had the best management team in this sector, we were able, competitive and performed at the highest level."

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