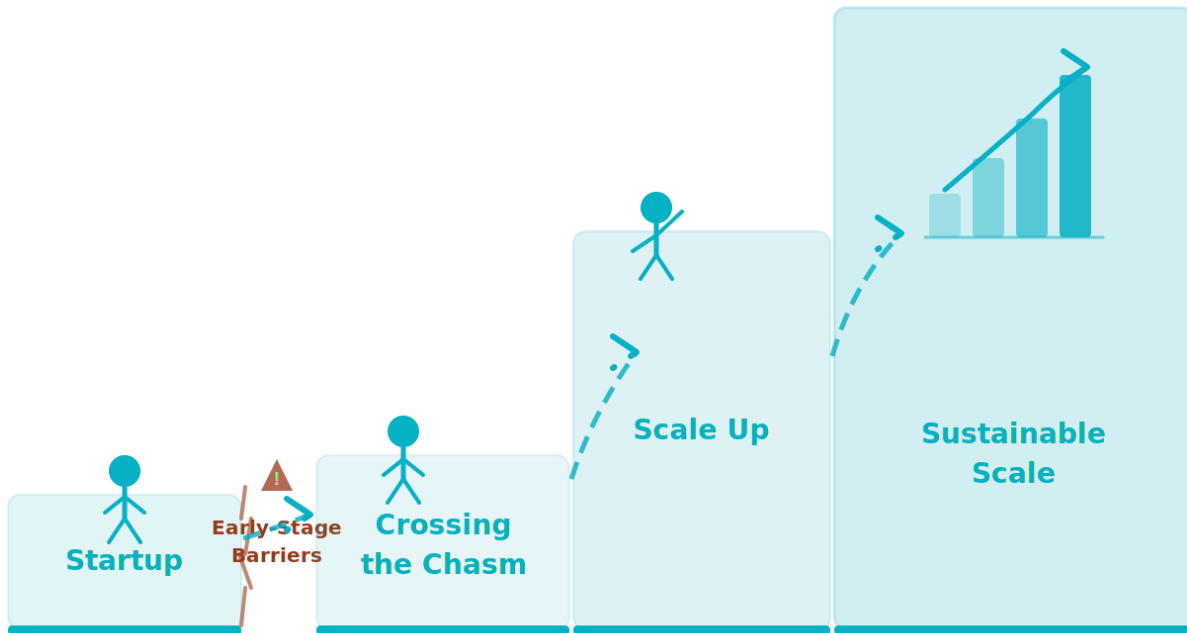


AH Scale Up: Cross the Chasm to Sustainable Scale



AH Scale Up guides the journey from Startup through Early-Stage Barriers to Sustainable Scale – building the operating model that makes growth profitable and repeatable.

Most startups don't fail because of a bad idea. They fail because the operating model can't keep pace with growth. New hires are not effectively integrated, adding more stress. Processes are not well-defined, if defined at all. Bottlenecks compound. What worked as a startup operation stops working as the company grows.

AH Consulting's **FRAMEWORKS FOR SUCCESS™**, grounded in **UNIFIED VALUE MANAGEMENT™**, addresses these disconnects by aligning leadership, operations, workflows, and value creation around scalable growth.

First, let's clarify what it means to scale. Scalability is a financial calculation, not just an increase in headcount as you bring on more customers. Acquisition and operational costs should decrease, resulting in higher profit margins. That doesn't happen by accident. It requires a well-designed, well-aligned operating model with the right training, onboarding, and continuous improvement disciplines built in from the start. Because this is a collaborative process, the buy-in is built in.

AH Scale Up: Cross the Chasm to Sustainable Scale

Engagements are fixed price with a clearly defined focus, delivered through iterative cycles using AH Consulting's proven 5-step process.

Our approach helps leadership teams resolve operational bottlenecks, strengthen coordination, and build the operating model discipline required for scalable growth.

AH Scale Up is well-suited for:

- Early-stage companies ready to transition from startup mode to a rationalized, scalable operating model
- Founders and leadership teams hitting execution walls as the business grows
- Organizations where processes, roles, and training haven't kept pace with customer growth
- Companies preparing to cross the chasm from early adopters to the mainstream market
- Businesses that need stronger operational structure to support long-term scalable growth

When the operating model is ready, growth becomes a multiplier — not a risk.