

Quintessence

"No Flowery Corporate Happy-Talk"

Quintessence puts the interests of the client first; the client's affairs are handled in the strictest confidence; the client's opinions will be challenged constructively; and Quintessence will only agree to perform work that the firm can do on a professional and timely basis.

The opportunity to serve you, to help your organization grow strategically and cope with the management jolts that have become a regular feature of modern business: ethical conduct, business restructuring, delayering and rightsizing is a commitment we take seriously. *Quintessence* knows that a business relationship begins with a satisfied client and that relationships will only grow according to how well we satisfy your needs and meet expectations. Seeking and retaining that kind of management expertise on a cost-effective basis is often difficult.

At *Quintessence*, our value added is that we make things happen in a very direct and efficient way. We position ourselves as the hub of business information and theory worth knowing, and our contribution is multidimensional: **functional expertise** (market research, private banking, business reengineering and educational administration) or, **industry expertise** (packaging systems, food process technology, financial services and agribusiness). The *Quintessence* firm represents a caliber of professional management and strategic focus that have a track record of proven bottom-line results.

Quintessence acquired respect and appreciation for other cultures and adaptability to different work environments while on assignments across the United States, and internationally through over 25 years of extensive business development. We conducted business and assimilated the cultures of multinational corporations and local companies in Japan, Taiwan, Korea, Hong Kong, Mainland China, Latin America and the European Union. We also acquired a working knowledge of Italian, Spanish, Japanese and Mandarin Chinese. Our multi-cultural experience and cross-cultural savvy enable us to work on economic projects in a specific country or region worldwide. Our accumulated work experience and unique management profile are also inextricably linked to the professional and educational goals of *Quintessence*.

In sum, *Quintessence* thrives on continuous challenges and works diligently to stay efficient, innovative, and responsive to the needs of our clients. As smart managers we must work harder than ever to conquer the tough, competitive markets of the global economy now emerging and underway. We welcome the opportunity to meet and acquaint you with our firm, to dialogue on how best to serve you and build a trust relationship because a satisfied client is our strongest link!

Dr. Dennis J. Bava, Ed.D., MBA
Managing Partner

Quintessence Consulting Services:
Market Research
Financial Services
Business Reengineering
Educational Administration
Global Business Strategies