

ArchPoint Opens European Office

ArchPoint Consulting has opened a London-based office to handle the company's growing business in Europe. The office will be headed by Blair King, a London consultant and program manager who has been in the business for nearly 20 years.

In the past year, ArchPoint has doubled its European practice. Richard Spoon, CEO of ArchPoint, says the growth made it worthwhile and beneficial to have a designated consulting team firmly planted on European soil.

"Over the past year, we have contracted with a growing number of European clients," said Spoon. "In order to manage their needs in the best way possible, we felt it was time to have a permanent ArchPoint presence in the area. The members of our European team are seasoned professionals who know and understand the European market."

"One of the reasons our business is growing in Europe is because of the results we're achieving with our clients. We're excited to bring our proven approach and methodologies to the European market through the addition of our UK team," adds Spoon.

Over the past 18 months, ArchPoint has completed a number of engagements with European clients including commercial value stream mapping (kaizens), strategy development and deployment (OGSM), organization redesigns, and commercial effectiveness including sales, marketing and service projects.

"We can better serve our European clients because we can now be at their door at nearly a moment's notice," Spoon said. "This decision significantly upgrades our ability to serve both US based businesses with operations in Europe as well as European based companies."

Serving on King's UK team are consultants Jon White, Kevin Quincey, and Dan Oliver, all of whom have years of experience working with clients to move them from strategy to execution with a focus on growth.

"We are excited to be part of the ArchPoint team," said King. "We look forward to working with the high caliber of clients ArchPoint Consulting has contracted with in the UK."