



"Performance Delivery Solutions"

PDS Group LTD

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For Immediate Release:

For Performance Delivery Solutions Check Out the "New" PDS Group LTD!

Effective immediately, PDS Group LTD is restructuring and adopting a new business model to accommodate our individual consulting activities while maintaining availability of our intellectual property (IP) to other consultants and business advisors interested in expanding their offerings.

Terrance L. (Terry) Merriman is now the Managing Principal and owner of PDS Group LTD which will continue as an intellectual property holding company focused on maintaining and marketing its Performance Delivery Solutions including the:

- AIEx™ Expectation Alignment Approach,
- CAM™ Competency Assessment Matrix,
- Deal Mover System™ for complex sales and solution selling, and,
- All associated documentation, information processing databases, and support services

PDS Group LTD will retain its own marketing, business development, administrative and technical services functions. We will continue to provide all technical support and servicing for all consulting partners delivering our performance solutions to their clients, and we will train and equip existing and new consulting partners to deliver engagements involving use of our performance delivery solutions. All existing Consulting Partner agreements with PDS Group LTD will be honored.

In addition, we will continue offering a broad range of business advisory services directly and through our consulting and business partners, including our former Senior Partners.



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If you are a current or former client of PDS Group, please contact Terry for your consulting needs and we'll connect you with the consulting partner you've come to rely on or another partner of your choice.

If you are a business advisor interested in the Performance Delivery Solutions we offer and want to add them to your suite of services, or just want to learn more about them, please contact Terry about consulting partner opportunities throughout North America, and worldwide.

Stick with us! Be watching for some major changes to our website, www.pdsgrp.net and be sure to contact Terry Merriman, 616-822-9353 or terrymerriman@pdsgrp.net, if you have any questions about our new business model or your current relationship with PDS Group LTD.