

# The Four P's of Success

Building a thriving business from the ground up



Corporate Headquarters - Then



Corporate Headquarters - Now



**OMAHA POST  
INDUSTRY DAY  
May 2014**



# About EA

1

Celebrating our 40th anniversary

- Interdisciplinary environmental services
- More than 400 professionals
- 23 offices including Guam, Hawaii, Alaska
- Small business – NAICS Code 562910

# Four P's of Success

2

Building a thriving business from the ground up

- People
- Projects
- Planning
- Perspective

# People

3

Developing and maintaining business relationships

- Long-term Customers
- Employees
- Reliable Vendors
- Business Peers

# Projects

4

Leveraging your expertise and building winning teams

- Exceed Customer Expectations
- Partner to Expand Capabilities
- Demonstrate Innovative Thinking
- Utilize Technology
- Gently Push the Boundaries

# Planning

Creating a map so you know where you are going and when you have arrived

- Define Market
- Identify Goals
- Form your Team
- Project Numbers
- Establish a Timeline

# Perspective

6

Seeing the forest through the trees

- Focus on Key Performance Indicators
- Set Targets
- Measure Performance
- Perform Benchmarking
- Stay calm and carry on – this is a marathon not a sprint

# Points of Contact

7

- Loren Jensen, Chairman of the Board  
(410) 584-7000  
ljensen@eaest.com
- Lee Becker, PE, Vice President  
(402) 476-3766  
lbecker@eaest.com
- Jim Wathen, PE, PLS, Senior Engineer  
(402) 476-3766  
jwathen@eaest.com