

Tekno, Incorporated

Cave City, KY

Tekno, Incorporated is a turnkey manufacturing solutions provider to the Fortune 100. Trevor Clopton, Chief Operating Officer, summed up his situation. “We made the *Inc. 500* list of America’s Fastest-Growing Private Companies three years in a row in the mid 1990’s, and that growth resulted in a few issues we needed to face. Things that kill profitability can arise in a company growing that fast, and we realized we needed to make a few changes.”

Clopton continued. “We hired The Covenant Group to help us analyze our situation, make recommendations on how to improve and create a plan to hold us accountable for making necessary changes. In some ways, we’ve known what needed to be done, but haven’t made the moves. The Covenant Group brought the discipline and strategic planning experience we needed to begin.”

“Ultimately, the success of our new strategic plan will be measured in terms of increased growth and profitability; but, much of what we need to improve is intangible,” Clopton revealed. “Regaining our flexibility, returning the culture to a sense of ‘team’ and having a small company environment – these are things we want to regain at Tekno, and Dr. Moisan has given us the plan and the motivation to go after these goals.”

Mr. Clopton also placed a high value on the management evaluation tools utilized by The Covenant Group. “The 360° Feedback Evaluations were key to us getting a handle on how good we were doing as a management team, and what we could do to improve.”

Clopton concluded: “We are just about to implement the strategic plan. We have gone much further in the strategic planning process because The Covenant Group gave us the structure and then instilled the confidence that we could get through it and achieve our goals, and we place a high value on their work.”