

OPERATOR-LED. OUTCOMES-MEASURED. SYSTEMS THAT SCALE.

16 Case Studies. One Operating System.

Every engagement below was an operator-CEO, operator-advisor, or operator-delivered AI build — not a slide-deck consultant. Each runs on VOOCs: Vision, Outcomes, Ownership, Cadence, Scale. Heroes don't scale. Systems do.

ADVISORY & OPERATOR ENGAGEMENTS

10 cases · PE value creation, post-M&A, founder scaling, GTM, PMO, transformation

Post-Acquisition Unification

"Six Companies, Six P&Ls, Board Back-Channels"

Integration in 90 days · \$2M synergies realized

PE Value Creation to Exit

"PE Recap, No Path, Market Window Closing"

3x revenue · 4 platforms live · strategic exit

Founder Transition

"Founders in Every Decision, Growth Slowing"

Decision time -40% · escalations -55%

Founder Scaling

"14-Hour Days, Still the Bottleneck"

Team closed a deal without the founder by week 6

Post-Merger Global Integration

"Technical Integration Done, Q2 Still Fiction"

\$180M pipeline made real · shared language in 30 days

GTM / RevOps Transformation

"Three CRMs, Everyone Sandbagging the Forecast"

Forecast accuracy +19pts · deal velocity +31%

Consensus to Closure

"Flagship 14 Months Late, No One Calling It"

Shipped in 6 weeks · authority grants by day 5

Execution Velocity

"19 of 23 Pilots Never Scaled"

Decision cycle 5 months → 72 hours

Professional Services Transformation

"Five Acquisitions, Five Playbooks, Eroding Margin"

Win rate 2x · margin +12pts · unified OS

Cybersecurity PMO Stand-Up

"55% of Projects Over Budget, Margin at 24%"

On-time 45→72% · margin 24→32% · retention 82→91%

AI DELIVERY & AUTOMATION

6 cases · voice agents, virtual agents, QA, coaching, knowledge assistants

AI Virtual Agent

"3,000 Tickets/Mo, Every One Waited for a Human"

55% auto-resolved · MTTR -48% · CSAT +14pts

AI Agent Manager

"Three Acquisitions, Three Ticketing Systems"

Resolution time -62% · escalations -45%

AI Call Center QA

"We Could Only Score 5% of Calls"

100% call coverage · CSAT +11pts · coaching hours -70%

AI Sales Coach

"Reps Practicing on Live Prospects"

Close rate +18pts · ramp time -35%

AI Sales Coach (Local)

"First AI Tool Collected Dust"

Adoption 18% → 92% · sub-500ms latency

AI Knowledge Assistant

"500 Employees Asking Each Other the Same Questions"

Answer time minutes → seconds · ticket volume -32%

THE KEYDELTA MANTRA

Define it. Measure it. Own it. Close it. Scale it.

Which case looks most like your situation?

russ@keydelta.com · [Book a 20-min Operating Diagnostic →](#)