

## ***About Addison***

Led by Rob Alsop, the Addison Strategies Group provides consulting services to companies, colleges and universities, and governmental entities.

With over 20 years of experience at the highest levels of West Virginia government, West Virginia University, and private legal practice, we bring a wealth of unparalleled insight to our clients, derived from being in the room whenever critical decisions are made and implemented.

From the inception of an idea to crafting a vision to final execution, the Addison Strategies Group is committed to enhancing every organization we support. We operate at the pace you require, and our goal is to empower organizations to become more focused, aligned, determined, ***and successful.***

## ***Core Competencies***

- ✓ **Strategic Execution**
  - Vision & Goal Development
  - Simplify Complex Problems
  - Change Management
  - Project Management & Execution
  - Interim Executive Support
- ✓ **Government Relations**
- ✓ **Economic Development & Innovation**
  - Assisting Startup & Growth Companies
  - Attracting Gov't Investment
  - Facilitating Commercialization
- ✓ **Executive Leadership Development**
- ✓ **Crisis Management**
- ✓ **Post-Secondary Education**
  - Governance
  - Finance & Business Services
  - Athletics
  - Process Redesign
- ✓ **Public Private Partnerships**

## ***Rob's Performance Highlights***

- ✓ Secretary, Department of Revenue for **Gov. Joe Manchin**
- ✓ Chief of Staff for **Gov. Earl Ray Tomblin**
- ✓ VP for Legal, Government & Entrepreneurial Engagement; VP for Strategic Initiatives at **WVU**
- ✓ Managing Sensitive Information with a Security Clearance (Current & Active)
- ✓ **Strategic Execution**
  - Workers Compensation Privatization
  - Shared Services Implementation
  - Reallocation of Critical Resources
  - Interim Director of Athletics
- ✓ **Crisis Management**
  - 2012 Derecho
  - Superstorm Sandy
  - COVID-19
- ✓ **Government Relations**
  - State Tax Reform
  - Higher Education Reform
  - Appropriations
- ✓ **Economic Development & Innovation**
  - Morgantown Area Partnership
  - WVU RNI Support
- ✓ **Executive Leadership Development**
  - Restructure of Business Units
  - Transition Management
  - Hiring, Training, Development, & Evaluation of Key Leaders
- ✓ **Higher Education**
  - High-Level Board Engagement
  - Budget Model Redesign
  - Operations Redesign
  - Restructure & Issuance of Debt

"Any organization fortunate enough to have Rob work for them or with them will get the opportunity to work with one of the most thoughtful, positive, and skilled individuals with whom I have encountered over the past 45 years. I simply cannot recommend him more highly."

**E. Gordon Gee, President, WVU**