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HBR Company

# HBR Operations & *Strategy*

## FOR CONTRACTORS & OWNER-OPERATORS

Executive-level process optimization and organizational design for the heavy civil and commercial sectors. We step in to absorb daily operational friction, untangle supply chain logistics, and install the frameworks necessary for scalable, high-margin growth.

### LICENSURE

#### Licensed Georgia General Contractor

Residential-Light Commercial

GC License #: RLC0005314 · Company License: RLQA005302

### EDUCATION

#### M.S. in Operations Management

Academic foundation in systems design, logistics, and organizational behavior

### CERTIFICATIONS

#### PMP® · Lean Six Sigma Green Belt (SSGB)

Proven methodology applied to real projects, real clients, real outcomes

### INDUSTRY ALIGNMENT

#### Active Southeast Networks

Integrated with the leading organizations driving civil and commercial development across the Southeast



WHAT WE OFFER

# Four Ways We Help You Scale

From fractional executive leadership to digital infrastructure — built for contractors and owner-operators ready to grow.



## Fractional COO & Strategy

From organizational design to fractional executive leadership.

We help scaling contractors define executive roles, restructure back-office frameworks, and eliminate the bottlenecks that restrict top-line growth.



## Brand Communications

Aligning internal teams while managing your external narrative.

We standardize field-to-office reporting loops and manage social media and public outreach — keeping crews synchronized and your brand visible.



## Process Optimization

Translating operations management principles into raw project margin.

Critical path scheduling and Lean methodologies that minimize downtime, eliminate logistical waste, and protect cash flow.



## Digital Presence & Infrastructure

Professional digital infrastructure for traditional industries.

Websites, email systems, and software optimization so your digital footprint matches the scale of your physical operations.

WHO WE'VE WORKED WITH

# Organizations Across the Southeast

Heavy civil, residential, and commercial sectors — from municipalities to owner-operators.

## OPERATIONS

- GUCA
- Gleeds
- Sterling Engineering
- MM-Pipe

## RESIDENTIAL

- AGC Georgia
- Gen 1 Consulting

## CIVIL

- GMC Network
- City of Dunwoody, GA
- City of Jasper, GA
- City of Greenville, SC

## CASE STUDY

### MM-Pipe

#### Process Optimization Engagement

HBR Operations led a comprehensive process review of MM-Pipe's distribution and logistics workflows. We mapped current-state operations, identified scheduling inefficiencies and supply chain friction points, and implemented Lean-based improvements that reduced turnaround time, minimized downtime, and strengthened project margin.

[mm-pipe.com](http://mm-pipe.com)

GETTING STARTED

# Let's Build Something That Scales

Every contractor's operation is different. We start with a direct conversation, listen hard, and tell you honestly whether we're the right fit.

## 01

### Discovery Call

A focused 30-minute conversation about your operation, growth goals, and where the friction lives. No pitch — just honest talk.

## 02

### Operational Assessment

We review your workflows, org structure, and key metrics to identify the highest-leverage improvement opportunities.

## 03

### Engagement Proposal

Clear scope, clear deliverables, clear timeline. No vague retainers. You know exactly what you're getting.

## 04

### Execution

We embed, implement, and stay accountable until the outcomes are real — not just the deliverables, but the actual improvement.

## Ready to scale your operation?

Accepting new clients for 2026 — reach out to start the conversation.

[hello@hbr-company.com](mailto:hello@hbr-company.com)

[hbr-company.com/operations](https://hbr-company.com/operations)