

EVOLVING THE ORGANIZATION TO SUPPORT GROWTH

ABOUT TANGLEWOOD CONSERVATORIES, LTD. Tanglewood Conservatories is a specialty designer and manufacturer of glass conservatories, pool houses, horticultural buildings, canopies and skylights. Located on the Eastern Shore of Maryland, Tanglewood designs and installs projects throughout the United States as well as around the world. The company was established in 1993 and has grown to become a preeminent design builder for some of the most exclusive properties in the world.

THE CHALLENGE. As a well-known and respected leader in its field, Tanglewood was experiencing uneven growth which at times strained the capacity of its team and internal systems.

MEP CENTER'S ROLE. To assist with the organization and long-term growth objectives, Tanglewood engaged MD MEP, part of the MEP National Network™, to facilitate an Organizational Clean Sheet process. This effort, led by the owners of the organization entailed a review and re-alignment of the organizational and operational functions of the business resulting in both short-term and long-term changes. Staff positions were reorganized and several new positions created to support the proposed objectives. Through this effort, MD MEP helped Tanglewood leverage the Organizational Clean sheet process to improve and scale operations, spark short-term growth and position the organization for longer-term growth into the future.

"Working with the MD MEP team, was a pleasure. They put a spotlight on our organization which illuminated areas that we had overlooked as we had grown."

-Alan Stein, Owner

RESULTS



1 new job



\$1,000,000 in increased or retained sales



30% improved production

CONTACT US



8894 Stanford Boulevard
Suite 304
Columbia, MD 21045



(443)343-0085



www.mdmeep.org

