



ADVANCED MANAGEMENT INSTITUTE
for architecture and engineering

Press Release

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New Service Alliance Delivers Deep A/E/C Knowledge

Greenway, FMI, and Advanced Management Institute Team Up to Serve Firms' Strategic Needs

July 20, 2009, Napa, CA – The complexity of today's world heightens the need for robust responses – and one of the best is to partner with others and meet tough challenges with enhanced capabilities and knowledge.

A/E/C industry consultants The Advanced Management Institute for Architecture and Engineering, FMI Corporation, and the Greenway Group management consultants have done just that by partnering to offer some specialized services to their clients. While each firm has historically served a different group of clients within the A/E/C industry, they share a common focus on the future of the industry and a commitment to helping firms prepare for that future. By combining their knowledge of the design/construction industry, AMI, FMI and Greenway Group offer a tremendous perspective to firms seeking valuable business connections, insights, and strategies during these tough times.

AMI's Managing Director, Steven J. Isaacs, PE, says, "As the speed of change in the design industry accelerates, all practitioners will be challenged to maintain a clear understanding of the impact on their practice. The alliance of Greenway, AMI and FMI brings together the most knowledgeable individuals working with the design and construction industry to address the broad array of issues faced by firms today, tomorrow and in the future." In 2008 AMI became a business unit of the construction-focused consulting firm FMI Corporation, giving AMI access to deeper

A business unit of FMI Corporation





resources and knowledge about the industry, as well as services such as investment banking and mergers/acquisitions.

FMI's management consulting and investment banking practices serve the full spectrum of the worldwide construction industry through enhanced performance of building and construction companies, teams and individuals and by mitigating risk.

Greenway Group Principal and Chairman James P. Cramer says, "There is considerable value migration unfolding in our A/E/C industry. Traditional structures and delivery systems are evolving. Professional practices and contractors can find their existing strategies outdated and outmaneuvered. However, integration models and new delivery structures are being born from the management consultants and researchers at Greenway Group, AMI, and FMI. We expect this new alliance to bring increasing strategic foresight and enterprise opportunities to our clients worldwide."

Services provided by the AMI-FMI-Greenway team include:

- Strategic planning
- Merger and acquisition services
- Project management training
- Leadership and transition coaching
- Negotiating consulting
- Change management
- Collaborative models and integrated project delivery
- Investment banking
- Organization design

Principals from AMI and the Greenway Group have had a longstanding relationship, sharing information, ideas, and referring clients to each other for many years.

About the ADVANCED MANAGEMENT INSTITUTE

The Advanced Management Institute for Architecture and Engineering (AMI), a business unit of FMI Corporation, provides firm leaders with the resources and guidance for developing healthy, high-performance organizations that consistently



achieve successful results for the firm and their clients. AMI helps firms educate and develop their leaders, and create positive environments where people can flourish and productively serve their clients and communities.

AMI's decades of experience and research with A/E/C firms across North America have helped AMI develop methods for creating positive, sustainable change that can enhance firm performance and culture, employee behavior and satisfaction, and help bring business strategies to life.

AMI's experienced team is committed to helping organizational leaders create leadership development and succession processes, lead change initiatives, strengthen performance management and educational systems, and help executives improve their leadership skills.

In 2008, AMI joined with FMI Corporation to jointly offer a wider array of comprehensive products and services to the A/E/C industry.

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About the GREENWAY GROUP

One of the country's leading strategy consulting and business networking firms for the design and construction industry, Greenway focuses on the future of the A/E/C marketplace. Greenway convenes the Design Futures Council.

Greenway gains understanding through working with all components of the



marketplace: practitioners (architects, engineers, contractors), owners, suppliers, and related professionals, as well as cultural organizations and foundations. Their resulting ability to “see around the corner” gives them a broad perspective to provide valuable business connections, insights, and strategies that help firms realize greater success.

Greenway has become a leading source of foresight information on the built environment in the United States, called upon by the media for information about issues in the global design arena.

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About FMI Corporation

FMI is the largest provider of Management Consulting and Investment Banking to the worldwide construction industry. Founded in 1953 by Dr. Emol A. Fails, FMI delivers innovative, customized solutions to contractors; construction materials producers; manufacturers and suppliers of building materials and construction equipment; multi-family developers; home builders, engineers and architects; utility companies; surety companies; and construction industry trade associations. FMI creates value through enhanced performance of building and construction companies, teams and individuals and by mitigating risk.

FMI’s management consulting practice provides a wide array of services, including strategy development, training and talent development, leadership and organizational development, compensation and rewards, marketing and related research, business development and project execution.

FMI’s investment banking practice provides merger and acquisition advisory



services, capital placement and financial advisory services.

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