fv CONSULTING

COMMERCIAL PERFORMANCE AND AI READINESS ASSESSMENT

Find what is holding back profitable growth

A focused three-week review of one business area. Identify where revenue, margin or execution is being lost. Leave with clear priorities, owners and a 90-day plan.

For national operators and established businesses working across markets

When this review helps

Growth	Customer acquisition has slowed or the next market opportunity is unclear.
Margin	Product mix, pricing or cost to serve is putting profitability under pressure.
Execution	Teams cannot rely on the data, skills or tools needed to make and deliver decisions.

How the assessment works

01 Diagnose

Review KPIs, market evidence, interviews and key workflows.

02 Prioritise

Rank each opportunity by value, effort, readiness and risk.

03 Act

Agree owners, measures and a 90-day plan.

What you receive

Commercial diagnostic
An evidence-backed view of the bottleneck

AI readiness screen
A pilot shortlist only where the evidence supports it

Three to five ranked opportunities
Indicative value, effort and accountable owners

90-day action plan
Leadership readout, measures and next decisions

DIRECT PRINCIPAL DELIVERY

Work directly with Filifotu Va‘ai

Twenty years of commercial and Pacific leadership. Former Hawaiian Telcom Vice President and Bluesky American Samoa Country Manager. Revenue responsibility up to US$165M.

Three weeks

One agreed business area

Custom fixed-fee quote

Prior executive roles

Start with a free 30-minute conversation

Book a conversation

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