



MANAGEMENT CONSULTANTS

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Hal Stitt



Hal Stitt is a founding partner in DeltaNet Management Consultants, a small firm dedicated to helping business organizations improve performance by:

- Learning more and more about their real stakeholders and using that knowledge to drive their business in the winning direction.
- Uniting company people with customers and other complimentary stakeholders to earn their trust and loyalty.
- Helping clients to conceive, develop, and continually improve winning products and services more attractive to customers...in less time.
- Building empowered, high-performance teams to consistently outperform the competitors...in the minds of the customers.

Professional Experience

Hal's experience in corporate life spans more than 30 years. He began his career in engineering and engineering management in 1962. He transitioned into marketing management in 1969 as one of three founders of a new division of Interstate Electronics Corp.

He has led global marketing and sales organizations for Interstate Electronics, Fluke, Acurex, Systron Donner, and Wavetek. Prior to founding DeltaNet Management Consultants in 1992, he served 10 years with Wavetek, beginning as European Operations Manager, ending as Vice President of Marketing.

Consulting projects have covered a broad range of industries and product applications such as:

- Electronic Test and Measurement
- Optical Test and Measurement
- Optical components
- Electromagnetic Field Safety
- Software
- Telecommunications
- Cellular telephone test
- Local area network test
- Fiber optics network test
- Electromagnetic field measurement
- Electrical power conversion
- Robotic systems for aircraft maintenance

International Experience

Immersion in business and social cultures outside the US has given Hal a global perspective. He created his first worldwide marketing and sales organization in 1970, serving the US, Europe, Southeast Asia, and the Middle East and the Soviet Union. He has served 8 years in European-based assignments.

Hal has held operating responsibility for five companies located outside the US: In Germany, France, and the UK. He lived with his family in The Netherlands and Germany for a total 6 years. He has traveled frequently throughout many of the world's industrialized countries.

He clearly sees the contrasting paradigms that set the few very successful internationally active companies apart from the rest, and how companies can switch to the more successful paradigms.

Education and Professional Activities

Hal earned the BS in electronic engineering with honors from California State Polytechnic University in 1962. He has published articles in the electronic trade press, including a bimonthly feature in Test & Measurement World. He founded the Marketing and Sales Committee for the San Diego Chapter of the American Electronics Association, and chaired that committee for three years. He served as Publicity Chair for the National Conference of Standards Laboratories. He speaks often on topics such as high-performance teams, customer integration, multinational business, concurrent engineering, shifting paradigms, and quality function deployment.