



Kairos Consulting Worldwide – Illinois SBDC PTAC at WBDC

Lynn Sutton founded Kairos Consulting Worldwide in 2004, applying engineering principals to critical business processes, creating time and cost efficiencies. Kairos addresses the growing efficiency demands of all types of industries, federal government and international corporations with a team of seasoned professionals dedicated to operational efficiencies. Lynn founded the company after being downsized from a major corporation in 2004, where she had led efforts to reduce application delivery cycle time, resulting in faster deliveries and millions of dollars in annual savings. Lynn states, "In my corporate experience, I had developed a reputation for building a case for change, particularly process changes; I made that the focus as I developed Kairos."

Lynn became a client of the Women's Business Development Center (WBDC) in 2005, and over the years has taken advantage of the counseling, training and programs provided by WBDC. She became certified as a Women's Business Enterprise (WBE) with the Women's Business Enterprise National Council (WBENC), a third-party certifier for WOSB; and has worked with the Procurement Technical Assistance Center (PTAC), Women Business Center (WBC) and the Small Business Development Center (SBDC). For government contracting in particular, Lynn states "At the WBDC, the PTAC representatives have been critical in helping us navigate the waters of federal contracting." Among its recent accomplishments, Kairos produced \$24 million in savings for the US Navy / Department of Defense; lead strategic planning for the Metropolitan Water Reclamation District of Greater Chicago; created 25 productivity improvements for Lufthansa Technik; and increased productivity by 40 percent within the IT division of Hospira Worldwide, Inc.

In 2006, Lynn was named the *WBDC Entrepreneurial Woman of the Year – Rising Star*, receiving an in-person salute from Oprah Winfrey at WBDC's Annual Entrepreneurial Woman's Conference. Lynn has also benefitted from connections she's made at the Annual Entrepreneurial Woman's Conference, both with potential customers and other WBE firms. "The network of women business owners has been the most important aspect for us. The support and encouragement we have received from other WBEs is invaluable!"

Lynn continues to leverage the programs and services at WBDC, and advises other small business owners to, "Be genuine! Ask questions – no matter how much you know, there is so much you don't know. Be open to all the help that is out there – you will need it!"

For more information about Kairos Consulting Worldwide, please [click here](#).