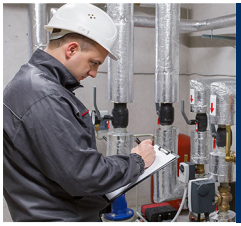
Tom Walker
MBA, SBDC Regional Director

MONTANA STATE UNIVERSITY
Bozeman Regional SBDC

Core Control, Inc.



"Tom and the SBDC offered specific, direct advice that helped identify and solve root cause problems most efficiently."
Eric Bueling, General Manager

In 2018, Core Control, Inc. found itself in a transition period due to a change in leadership. The shift proved to be challenging, and the overall operating performance along with declining profitability became concerns. The new leadership team turned to Tom Walker, Regional Director at the Bozeman SBDC, for assistance.

Tom helped the Core Control senior team realign management oversight to allow for streamlined decision-making. The SBDC also helped Core Control analyze and reduce its expenses by creating a new management system.

Under the senior team and direct leadership of new General Manger Eric Bueling, Core Control quickly and successfully managed to work through a difficult management transition and cash flow shortfall by reducing expenses and refocusing sales efforts to a more profitable market segment. The results have been a 10 percent reduction in expenses, improved operating performance and the retention of all current employees.