JOY DITTO
CONSULTING GROUP

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Joy Ditto Consulting Group | Services Overview

Overview

Joy Ditto Consulting Group (JDCG) is a Washington, D.C.-based strategic advisory firm drawing on decades of combined executive leadership experience at some of Washington's most trusted trade associations and across the energy, technology, and related critical infrastructure sectors. Leveraging deep industry knowledge, policy expertise, and established relationships, JDCG helps clients identify opportunities, strengthen their strategic positioning, and achieve their business objectives.

Our approach is tailored to each client's unique objectives, combining industry insight, strategic guidance, and practical support to identify opportunities, strengthen relationships, and achieve meaningful results.

Strategic Advisory & Business Development

We help clients identify business opportunities, develop strategies for growth, and build valuable industry relationships. Our services include identifying potential partners and facilitating engagement with key stakeholders across the energy, technology, and related critical infrastructure sectors.

Our services include:

- Evaluating existing industry relationships, including those with trade associations and strategic partners, to assess market positioning and identify opportunities for more effective engagement.
- Developing tailored business development strategies that align with clients' objectives and prioritize opportunities for growth.
- Identifying and cultivating potential business partnerships, facilitating strategic introductions, and connecting clients with industry leaders and other key stakeholders.
- Refining marketing materials, presentations, and other communications to strengthen messaging, reinforce market positioning, and better communicate clients' capabilities and value.

- Examining existing supplier and vendor relationships and identifying opportunities to engage new providers that can meet current and future business needs.

Government Affairs and Public Policy

We provide strategic guidance and engagement on legislative, regulatory, and policy developments that impact our clients. Drawing on extensive Washington, D.C., experience, we help organizations develop effective engagement strategies, strengthen relationships with policymakers and federal agencies, and advance their policy priorities.

Our services include:

- Developing and supporting Washington, D.C.-focused engagement strategies that align with clients' business objectives, policy priorities, and broader industry interests.
    - Analyzing federal legislative, regulatory, and policy developments to assess their implications for clients' business interests and strategic priorities.
    - Direct lobbying on federal policy issues relating to the electric sector, including transmission policy, wholesale markets, cybersecurity, wildfire policy and liability, and supply chain, among others.
    - Facilitating meetings and engagement with policymakers, congressional offices, federal agencies, and other relevant stakeholders to support clients' policy objectives.
    - Identifying opportunities for clients to participate in policy discussions and industry initiatives relevant to their business and strategic priorities.
    - Tracking emerging policy and regulatory trends and keeping clients informed of significant developments that may affect their organizations.
    - Collaborating with specialized government relations partners, when appropriate, to support advocacy initiatives and complement clients' existing government affairs efforts.

Industry Engagement & Strategic Partnerships

We help clients build and strengthen relationships with industry leaders, trade associations, and other key stakeholders. Our services also include executive thought leadership, strategic communications, and preparation for important meetings, presentations, and speaking engagements.

Our services include:

- Strengthening relationships with industry leaders, trade associations, nonprofit organizations, and other stakeholders through targeted engagement and strategic collaboration.
- Identifying and cultivating strategic partnerships and opportunities for clients to assume more prominent roles within industry organizations, conferences, and other forums.
- Developing and managing industry coalitions, including establishing governance structures, coordinating stakeholders, and advancing shared policy and strategic objectives.
- Developing executive thought-leadership strategies that elevate the visibility and influence of CEOs and other senior leaders.

- Crafting and refining executive messaging, speeches, presentations, and other communications to effectively convey strategic priorities and industry perspectives.
- Preparing and advising executives for high-profile speaking engagements, conferences, stakeholder meetings, and other opportunities to demonstrate industry leadership.