

## 10 Use Cases for a Fractional Operations Leader

### Trivera Consulting, LLC

#### 1. Scaling Operations Post Product-Market Fit

When a startup has traction but lacks the operational backbone to scale efficiently, a fractional COO builds scalable systems across people, process, technology, and the customer.

#### 2. De-Risking the Growth Phase

During periods of rapid hiring, expansion, or funding, the fractional COO ensures execution discipline by minimizing chaos, redundancies, and culture erosion.

#### 3. Professionalizing Services Delivery

For PS organizations delivering inconsistent client outcomes, the COO introduces structured delivery models, project governance, and capacity planning.

#### 4. Bridging Strategy and Execution

Many CEOs operate at a strategic level but lack someone to operationalize vision. A fractional COO translates vision into execution plans, KPIs, and accountability.

#### 5. Implementing Metrics and Performance Cadence

Introducing dashboards, scorecards, and operational KPIs to move the company from gut feel to data driven decision making.

#### 6. Standing Up Internal Operating Rhythms

Establishing meeting cadences, OKRs, cross-functional syncs, and execution governance to keep teams aligned and outcomes focused.

#### 7. Navigating Post-M&A Integration

When two cultures, systems, or processes merge, a fractional COO facilitates integration without disrupting operations or customer experience.

#### 8. Building or Optimizing RevOps & Customer Success

Creating the connective tissue between Sales, Marketing, and CS, ensuring handoffs, processes, and retention mechanisms are aligned and repeatable.

#### 9. Systemizing Chaos Centered Leadership

Helping a founder-led business evolve beyond ad-hoc, reactive decision-making by introducing operational discipline without killing agility.

#### 10. Interim Leadership During Transitions

Filling the operational leadership gap during executive turnover, maternity/paternity leave, or while searching for a permanent COO.