

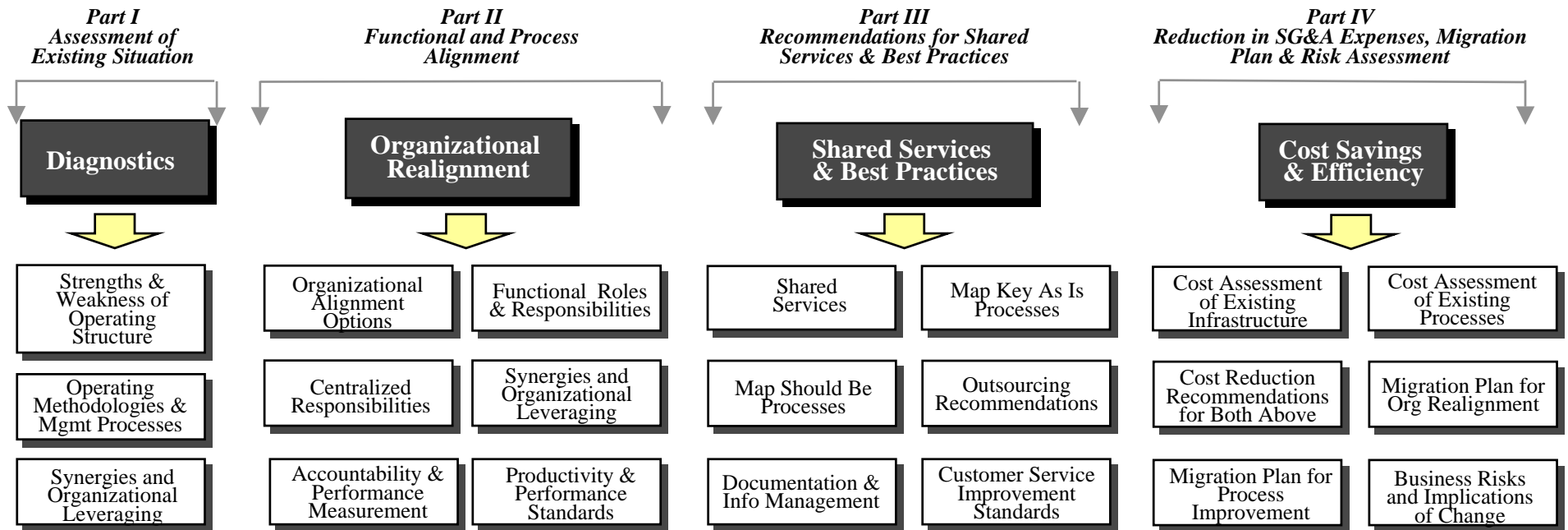


The Strategic Planning Group's

BUSINESS MODEL & BEST PRACTICES AUDIT

Facilitated Workshop

While many companies embark on business process reengineering projects with good intentions and high expectations, we find that in many cases the process becomes derailed or stalled. With an objective assessment of the organization alignment, processes and methodologies being attempted in a reengineering process, and opportunities to save costs, companies can significantly improve their effectiveness.. The resulting refocusing of efforts allows the project to achieve the required business and customer service results. The following chart illustrates some of the areas of the study involved in reviewing your current business model and recommending best practices improvements:



To be able to recommend organizational improvements, we need to review the existing structure, interview SBU heads, and basically understand the operating issues within the various business units. This diagnosis is critical to deliver an objective and unbiased assessment of your operations.

We will review how the organization is structured given the process audit from Part I. We will provide specific structural recommendation, define roles and responsibilities and alignment opportunities according to a better business model than currently exists and one that is in sync with a longer term organizational strategy. At the end of this part, you will have a clear set of organizational recommendations for each SBU to implement.

This part includes mapping existing functions and key processes to determine inefficiencies and areas of improvement opportunity. The basic outcome here is to recommend best practices for your organization, standards of performance, keynote accountability and customer service improvement areas.

This last part includes an assessment of the cost efficiency of the existing structure and keynote process that will be reviewed. With the streamlined processes activity based-costing will assess the potential cost savings or cost rationalization to achieve the project targets. Additionally, we will provide a comprehensive migration plan including associated risks that will be the basis of a change management strategy.