

## INTEGRATED THINKING

Success demands integrated thinking and action. Improving performance in a single dimension brings only limited benefit -- and can create conflict in priorities. Dramatic improvement comes from systematically understanding options for change simultaneously from multiple perspectives. This should be done rapidly with full financial visibility.

### MULTIPLE PERSPECTIVES AND DETAILS OF A STRATEGIC BUSINESS UNIT



Perspective	Sample Parameters
<b>Policies</b>	Process   Supply Chain   Labor Assignments   Scheduling   Demand to Workflow Assignments
<b>Products</b>	Demand   Mix   Forecast
<b>Schedule</b>	Jobs   Lot Sizes   Shifts   Sequencing
<b>Operations &amp; Stations</b>	Standard Operation   Facilitator   Conveyed Flow   WIP Holder
<b>Facilitators</b>	Robots   People   Forklifts, Carts, etc.   Captive Operations
<b>Work in Process (WIP)</b>	WIP Holders   Input Buffers   Output Buffers   Rework Buffers   Scrap Buffers
<b>Maintenance &amp; Events</b>	Breaks   Process   Failure   Preventive   Predictive   Other
<b>Processing States</b>	Processing   Load   Unload   Tool Change   Setup   Blockage   Starvation
<b>Operational Time</b>	Cycle Time   Rework   Scrap
<b>Product Workflows</b>	Product to Operation Assignments   Multiple Workflows Per Product
<b>Workflow Connections</b>	Product Flows Between Operations   Multiple Products Per Workflow
<b>Resources</b>	Support Operations   Assets   Labor   Raw Materials   Supplies   Utilities
<b>Supply Chain</b>	Raw Materials   Supplies   Finished Goods
<b>Operating Expenses</b>	Assets   Labor   Raw Materials   Supplies   Utilities   Other Expenses   Logistics   SG&A   Multiple Currencies
<b>Financial Performance</b>	EBITDA   Return on Assets   COGM   Gross Margin   Net Income
<b>Improvement Effectiveness</b>	Return on Investment   Net Present Value

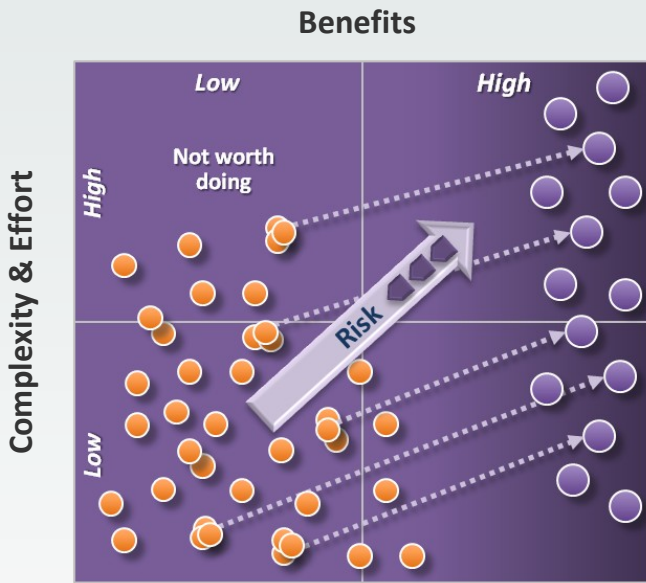
### HOLISTIC THINKING AND ANALYSIS SET US APART

Our clients enjoy superior value because of the way we solve complex business problems. Using our award-winning Profit Mapping methods and tools we help organizations get the most out of their opportunities and expertise. As business analysts and holistic thinkers we relentlessly pursue optimum execution.

## BUSINESS CHALLENGE PRIORITY MATRIX

Where will the next round of improvements come from? Internal efforts support operations but cannot deliver the best possible business and process gains without a holistic approach. The risks are higher today.

### Business Challenge Priority Matrix



- **Continuous Improvement**
  - Important
  - “Disconnected” Efforts
  - Value Stream Mapping and other tools
  - “Lower hanging” Improvements
  
- **Profit Mapping**
  - Holistic SBU Focus
  - Dynamic Analysis
  - Integrated Financials
  - Creates best possible performance
  - Brings current efforts together for better performance
  - Reduces risk

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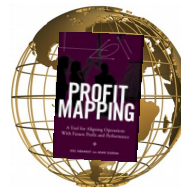
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