

Recession Tactics - Identify the Quick Wins with a Low Cost* Opportunity Assessment

*** Opportunity Assessments costs from as little as £5000, refundable if the assessment leads to implementation. The cost is minimal when compared to the paybacks in:**

- ▶ **Improved employee efficiencies**
- ▶ **Reduced operational costs**
- ▶ **Reduced Inventories**
- ▶ **Increased storage capacities**
- ▶ **Reduced leadtimes**
- ▶ **Improved utilisation of resources**

When operations are not performing well, when your competitors appear to have the ability to react quicker, when your customers are demanding shorter lead times, or you need to reduce costs, where do you begin?

Identifying the need to change can be relatively simple – your customers and your marketplace will be key drivers in this. But establishing where in the organisation changes should occur and in which order – can be challenging.

We are the ideal partner for businesses facing immediate and significant performance challenges. We know that when a company needs external support, it needs to be provided quickly, flexibly, and targeted closely at the correctly identified business issues.

We have helped numerous blue chip companies recognise, design and implement performance improvement initiatives to turn their businesses around. Our full assessments, which are conducted over several weeks, have helped companies save millions through improvements in; productivity, reductions in headcount, reductions in material handling and non-value adding activities etc. Such detailed assessments can be complex and time and resource consuming. Costs are generally recouped twofold through successful implementation of our solutions, but they can be harder to get authorisation for in the first place.

Our Opportunity Assessments are designed to assist clients in quickly identifying any issues and areas of poor performance with a view to providing a prioritised list of actions required to improve performance.

Using the same proven methodology as our detailed assessments, the Opportunity Assessments are focused on rapid recognition and identification of issues and the analysis of the impact their occurrence.

The Opportunity Assessment is a short (one week duration), intense audit of a particular area, function, process or department within your organisation to establish the reasons why the current performance or quality may be unpredictable.

WBS Group are skilled professionals, capable of developing and working to a clearly defined brief to deliver quantitative results within defined time frames and to cost budgets. They operate on the basis of working with internal project teams to deliver results rather than telling people what should or must be done to succeed.



From our experience of improving the efficiency of our clients' supply chains, we have seen that not all changes can have a massive impact on performance improvement.

Indeed some change have a disproportionate improvement impact. There is a need to identify the **critical** improvements rapidly to begin the implementation of the supply chain and to reap the benefits as soon as possible.

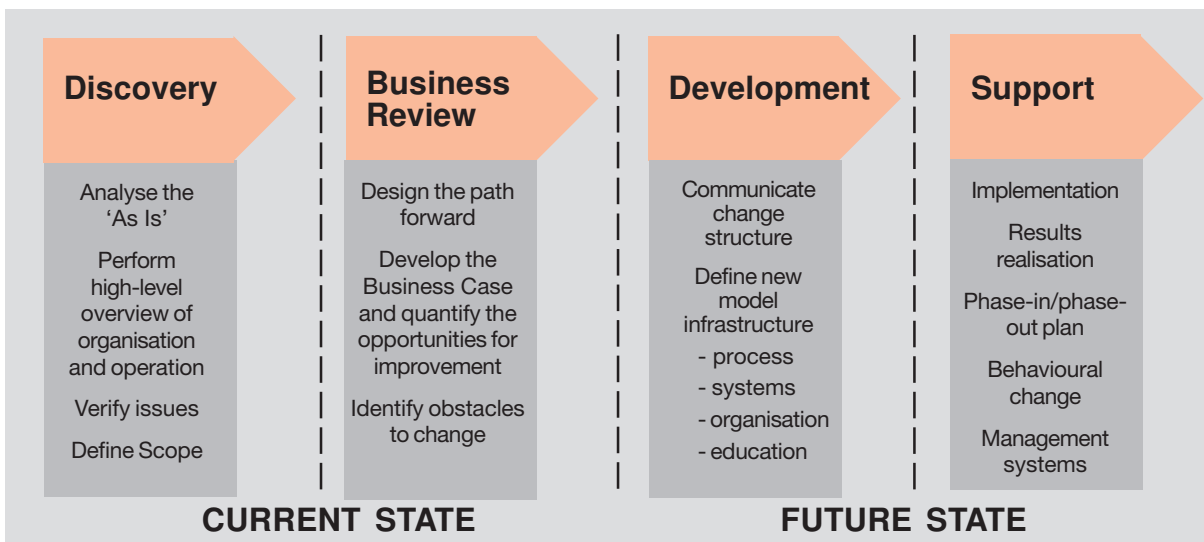
Our low cost, low risk assessments either take an overview of your plant, process, product line or overall supply chain to seek out areas where quick returns can be made. It's designed to provide you with an independent 3rd party objective opinion, based on our extensive experience of working exclusively with clients' supply chains. It will also highlight potential estimated benefits and what likely actions you would need to take to overcome the issues. Armed with this information, it will be possible to move with confidence into the difficult task of implementation.

Why Undertake an Opportunity Assessment?

- To identify target resolutions for a problematic process, function or department in your business
- To get an external perspective on how your operations could improve
- Robust starting point for future improvement programmes
- A set of recommended next steps for further, detailed investigation
- Low cost, low risk
- Refundable fees if Opportunity Assessment leads to additional WBS work

The output of an Opportunity Assessment will provide clear, justified direction to resolution of the current issues.

The Assessment Process



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