

Optimising your Resources for 2023



Will Abbott

Management and Business Advisory Partner

How do we get our people to do the right things, well?

How will You Win in your Market?



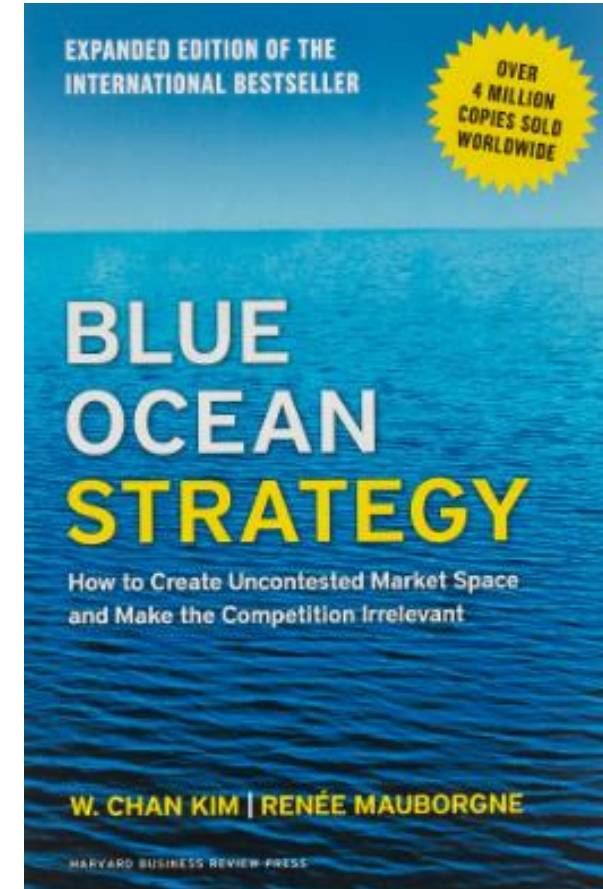
Developing Your SCA

- *List all the factors that are relevant to your target customers when making their buy decision*
- *Mark each factor out of 10 for importance*
- *Focus only on factors scoring 8+*
- *Test your SCA:*

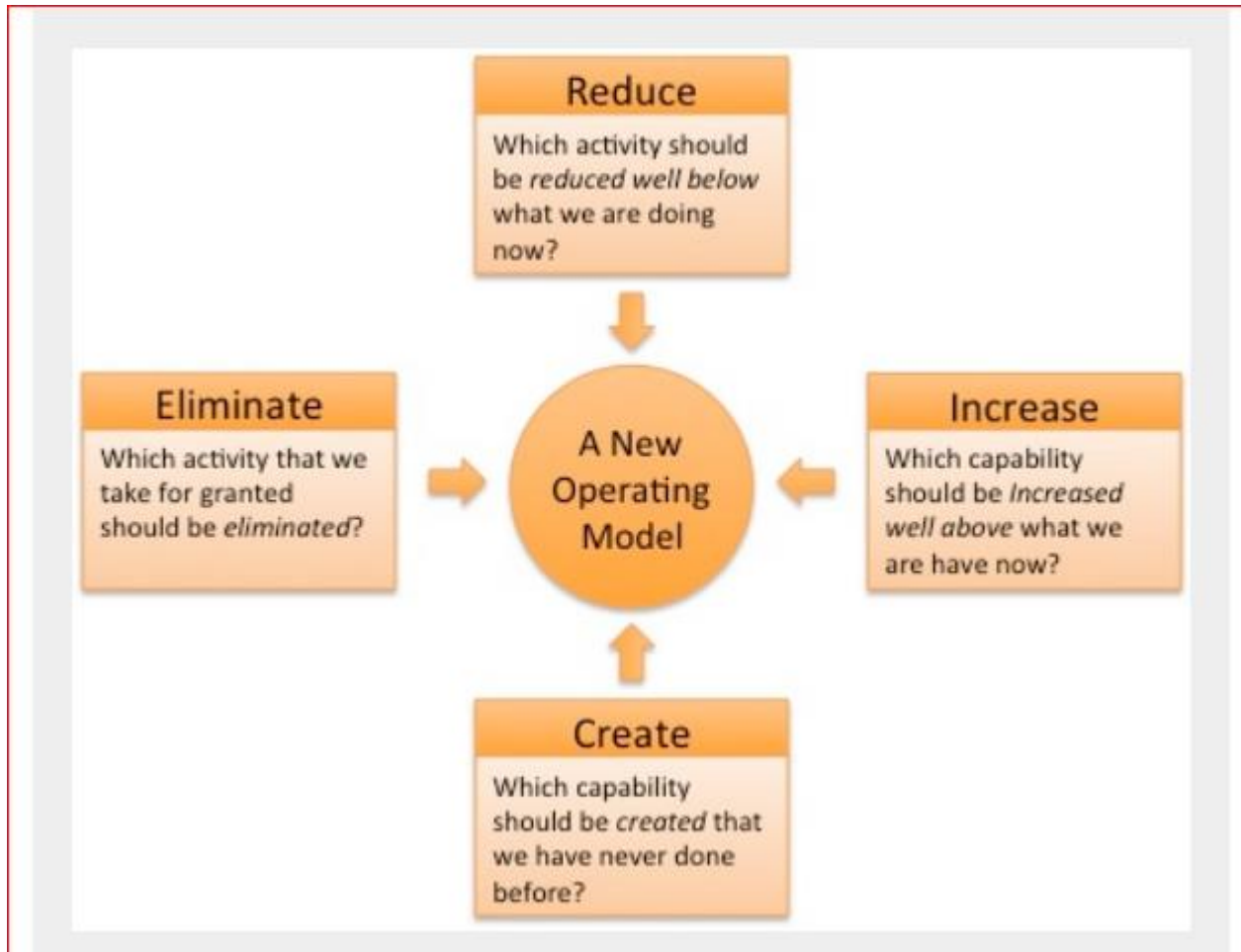
We will win by.....

Another Approach to Winning

Eliminate	Raise
Which of the factors that the industry takes for granted should be <i>eliminated</i> ?	Which factors should be <i>raised well above</i> the industry's standard?
Reduce	Create
Which factors should be <i>reduced well below</i> the industry's standard?	Which factors should be <i>created</i> that the industry has never offered?



Linking SCA to Operations



Key Questions

Does this activity support our SCA?

Does this activity deliver compliance?

*Ask the Team what they would:
Start/Stop/More/Less*

Seven Wastes

Overproduction

Producing more than is needed or before it is required

Waiting

Where waiting occurs between steps in a process

Transporting

Transport between stages in a process

Inappropriate Processing

Right tool/process or person is being used for the job

Inventory

Unnecessary Inventory. Work in progress

Motions

Unnecessary motions. Poor ergonomics in a workplace

Defects

Re-work or delays with a product / service or processes



How we can help

Our EPIC approach

Explore Options

Plan Priorities

Implement

Confirm or Revise

