



<b>Pricing</b>	This often overlooked area is critical to competitiveness. Understanding costs, and pricing impacts cash flow AND profitability. What's more, most companies believe they have this under control when we find that MOST businesses, even those with premium price positions in their markets, do not understand the extent of discounting and price leaks in their organizations.
<b>Order Inquiry and Quoting</b>	Significant end-to-end order cycle time reductions are often available through improvements in these processes. Getting a handle on capability to produce, ship date forecasting and lead times can have a huge impact on speed and profitability.
<b>Shared Services</b>	Focus on and elimination of redundancies through identification of similar functions, definition of business processes and organization structure enable creation of centers of excellence for finance and accounting, IT, sourcing, production and other functions across locations, departments, lines, products or even business units.
<b>Supply Chain</b>	End-to-end review of supply chain functions including strategic sourcing, transportation and logistics, warehouse operations, inventory levels and placement, service levels and cycle time reductions to deliver on Key Performance Indicators (KPIs).
<b>Capital Investments</b>	Investment planning and decision making including scenario modeling, projections, KPIs and improvement recommendations presented board ready for decision making
<b>New Products</b>	Identifying KPIs for the product in question, determining the customer value proposition, potential market, competitive landscape, sales and marketing strategy, production approach and costs, initial projections and an investment model presented board ready for decision making.
<b>Sales</b>	Sales and account management training and process improvement for market facing operating units tasked with marketing their products and services including the marketing plan, account management strategy, sales and customer service coaching and workshops and KPIs for use in a balanced scorecard
<b>SG&amp;A and Expense Cost Reductions</b>	Performance assessment, development of KPIs and measurement of operations against KPIs to develop an improvement plan to drive costs out of the business. These include direct and indirect production costs, MRO costs, SG&A and other expense category reviews.