



More than what you think.



Re-imaging your business with a value-centric approach

Organizations have found value through streamlined processes:

- **30%** reduction in the closing time of month end financials
- **12%** additional revenues from Improved scrap monitoring and management
- **20%** reduction in inventory costs with insights on planning and subsequent optimization of MRP Parameters
- **10%** increase in sales volumes - Insights from sales analytics and cockpits identifying the problems in sales flows

Organizations have experienced value through revenue growth:

- **1-8%** reduction of time-to-market for new products
- **2-10%** reduction of manufacturing cycle times
- **10-30%** reduction in revenue loss due to stock-outs
- **20-40%** increase in service contract renewals
- **2-10%** increase in revenues from cross-sell/up-sell

Organizations have generated value through profitability:

- **0.5-5%** optimization of research and development expenses
- **1-5%** reduction of total logistics costs
- **1-10%** reduction of inventory carrying costs
- **5-30%** reduction of EH&S penalties and fines
- **2-15%** reduction of days-in-inventory

- We recognize that realizing business value is the principal driver for organizations to adopt new business strategies
- We create value during project execution and delivery using the value lens
 - o Value lens provides structure to identify the right initiative*
 - o Value lens helps prioritize critical areas from multiple options*
- We develop value driver maps for understanding the as-is processes and propose the to-be state
 - o Value driver maps help identify gaps and ways to fill them*
 - o Value driver maps transform processes to be better than the industry best practices*
- We identify key performance matrices to track and maximize the value generated for the organization
 - o Focus on KPIs and improving organizational performance over benchmarks*

Value Proposition

- A partner of choice for business process re-engineering globally
- Rich experience in helping businesses realize value from their strategic initiatives
- Guide organizations to align their businesses with the evolving competitive (traditional and non-traditional) market landscape



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