

Profitability Improvement Programme / Turnarounds

Is your profitability being compromised by sub-optimal cost control? Are new revenue streams delivering the margins that were originally planned?

Regular, systematic and diligent review of organisational processes to achieve cost optimisation and revenue improvement opportunities needs to become entrenched in the psyche of an organisation's improvement cycle.

Pursuing increased revenue, new products or new markets does not, by itself, always bring improved profitability. Sustained competitive advantage and long-term profitability within any organisation is contingent upon prudent cost control and motivated employees who continuously strive to identify and implement improvement opportunities across the value chain.

Lean and profitable organisations have an unwavering focus on removing non-value adding activities from their value chain. These organisations have empowered cost-conscious employees who support and uphold the aims and ethos of the company.

StratNovation's business turnaround interventions typically include:

- defining the extent and nature of the processes to be optimised across the value chain;
- agreeing on the extent of improvement required, how it will be measured and thereafter examining and agreeing on a current state baseline;
- assessing and documenting the current state of all processes that need to be optimised;
- documenting bottlenecks and determining the root cause of constraints in the process using objective, measurable and logically consistent criteria and analysis to determine improvement opportunities;
- establishing innovative solutions, through a facilitated idea generation process and system that builds an 'innovation dashboard', and thereafter agreeing achievable implementation plans;
- ensuring cost leakage-free implementation of approved solutions until the targeted pre-determined value is realised; and
- regular tracking of progress pre-determined set targets through a steering committee comprising the CEO, executive management and principal consultants.


StratNovation facilitates this process by working with clients to select and implement appropriate, proven methodologies and strategies that will deliver lower costs, find ways to increase revenue and improve client satisfaction.

The benefits of utilising StratNovation's skilled analysts to facilitate a Turnaround / Profitability Improvement Programme engagement, through the collaborative generation of innovative ideas includes:


- a sustainable and measurable reduction in costs through innovative idea implementation;
- improved revenue-based opportunities resulting from a streamlined and optimised established cost base;
- impartial assessment of internally generated innovative ideas to realise sustainable improvements; and
- rigorous, informed data-driven and objective decision making.

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Supply Chain and Strategic Sourcing Optimisation

All profitability improvements selected for implementation are translated in terms of value and are reported as impacts on the income statement and balance sheet. As Jack Welch wisely stated, to "find a better way every day", is a desirable goal


This reporting mechanism is utilised until the desired profitability is achieved and initiatives are in place to ensure sustainable performance improvements.

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