$\wedge \wedge \wedge$ This is a Business DNA

What do our Clients think?

"The AMS system has really helped my business improve the way our staff works together. The Job 5x5 approach is including all staff in the way our business does things and with the Business DNA they can see the big picture and how our business relies on them and other staff. The direct availability of business knowledge is breaking down communication walls so we all do things the same way."

> John Paine Managing Director

Danaher's Timber and Hardware.



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Determine the critical operational actions Assess the risk profile of all key operations Identify the real accountability of key people

is the AMS platform for your business success

Clarify your total business operations in 48 hours

- 1. Rapidly create a unique and simple "one page" view of all business operations and **understand the real risks** that are inhibiting your business success.
- 2. Establish which operational "actions" are of **most value** to the business.
- 3. Focus quickly on the essential operational areas that are critical to improve.
- 4. Clarify the specific **personnel who are accountable** for all key operational areas of the business.

"Business DNA" maps the best improvement path

- Improvement starts with an understanding of your Business DNA > > > > >
- Your Business DNA becomes the <u>platform</u> or foundation for systematic improvements
- You then take the <u>path to</u> <u>improvement</u> that yields the most value.
- The AMS Pathway to "Improving Operational Performance" starts with your Business DNA Start with the Produce a strategic 'go-to-market' approach DMA Understand required operational processes Platfor Give people Develop ways to Make Handle Exceptions things to do do things better Changes Provide access to required knowledge Set Targets & Measure Results
- There are
 <u>4 key paths</u> to
 Business
 operational
 improvement:
- > people
- > process
- > projects > actions
- Use your Business DNA to select the improvement path that is of most value
- Underpin with knowledge.

The "Business DNA" increases understanding of the business by all staff & a platform for success

- Simple and fast to Implement.
- Fixed low-cost implementation in two half-day workshops over 48 hours.
- Reduces business complexity
- Produces a simple "one-page" graphical view of the entire business operation
- Creates transparency to all stakeholders
- Produces a simple platform and logical framework for the business strategy
- Clarifies accountability and aligns both staff and management expectation
- Creates a common understanding of the business for all employees
- Encourages immediate pro-active staff interaction with management
- · Creates pro-active contribution by everyone
- Identifies the most appropriate pathway for optimal improvements to the business

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