AREAS AND ITEMS WITH LARGE IMPACT ON OVERALL BUSINESS COSTS
MANUFACTURING
High prduction costs
Undemanded production
Expensive raw materials
Old technologies
Uncontrolled material losses
Uncompetitive suppliers
Inefficient stock management
HR
Low performing employees
Unspecialized workforce
Unbalances salaries
Overplus personnel
Irelevant departments
High recruitment costs
High employee turnover
Lack of monitoring systemes
Lack of motivational programs
QUALITY
Heavy procedures
Ambiguous business flows
Lack of drafts
Incomformities
Lack of needed certifications
Lack of support software
No automatization
High consumption of supplies
SALES
Untrained sales people
Lack of lead generation programs
Low client loyalty
Uncontrolled discounts
Laborious sales process
FINACIAL
Lack of financial forecasting
Unsincronized payments
Lack of capital
Inexpidient payment instruments
Lack of creditworthness
Profitless contract conditions
Unskilled accounts
Penalties
Impairment of assets
MARKETING
Market maladjustment
Expensive distribution chain
High and profitless advertising
Poor mk communication
Lack of market presence
Lack of segmentation
cost inflation
cost inflation
cost inflation
cost inflation
cost inflation
cost optimization measures
key suppliers
new competitive technologies
real time stock management
real time stock management
cost optimization measures
efficient operational procedures
clear operational flows
good knowlegde of flows and procedures
forms and Drafts for time savings
certification for quality guarantee
safe payment instruments
financial forecasting & planning
lucrative and advantageous contracts
creditworthness
cost reduction measures
efficient marketing programs
market needs alignment
in depth segmetation
strong marketing materials
relevant marketing exposure
cost optimization measures
Price list intervention
induction programs
well written job descriptions
Organizational chart ajusted current needs
performance management programs