

MOVE&DO
Consultancy

WBS is a comprehensive management consultancy solution developed by Move & Do Consultancy for businesses in wholesale.

Route-to-market

Help you to build or re-design your go-to-market strategy

Sales Structure

Support you to design your sales team

Portfolio Management

Re-design your purchasing strategy and stock management

Cash Flow

Day-to-day management to planning

Customized Solution

Each business has a unique strategy



WBS has a holistic approach to design your winning strategy. WBS is a complex service which has 6 main modules.



Customers

WBS starts with understanding your customers' needs in various aspects.

Financials

Analyze financial structure.

The cost structure needs to be in line with market needs.

Identify gaps and competitive advantages.

Portfolio

Portfolio evaluation within financial, market needs and operational perspectives.

Design, fact-based sourcing strategy.

Operation

Operational efficiency and operational excellence design.

Sales

Fact-based sales structure design and training.

Management

Fact-based holistic management tools.

Risk management.

Continuous development.

Corporate culture.

Sustainability of Winning Strategy

A thriving and evolving company culture and organization is one of the most important components of a winning strategy for sustained success, with the presence of a culture that fosters self-improvement and adaptability to change within your organization being paramount.

WBS fact-based & result-oriented analysis design

We select the appropriate analysis methods for your business from a variety of proven methods and create a customized set of analysis tailored specifically to your business needs.

Understanding Customers

Needs
Structure
Cash-cycle
Risks

Financials

Profitability
Cost structure
Cash flow & cash-cycle
Net working capital

Organization, Team & Efficiency

Soft skills
Hard skills
Productivity
Structure

Product Portfolio

Strategic position based on customer and financial analysis
Price elasticity
Operational perspective
Sourcing

WBS custom winning strategy design based on your company's facts

Our custom winning strategy design is specifically tailored to your company's unique facts and needs, ensuring a successful and sustainable approach to achieving your business goals.





Benefits of **WBS**

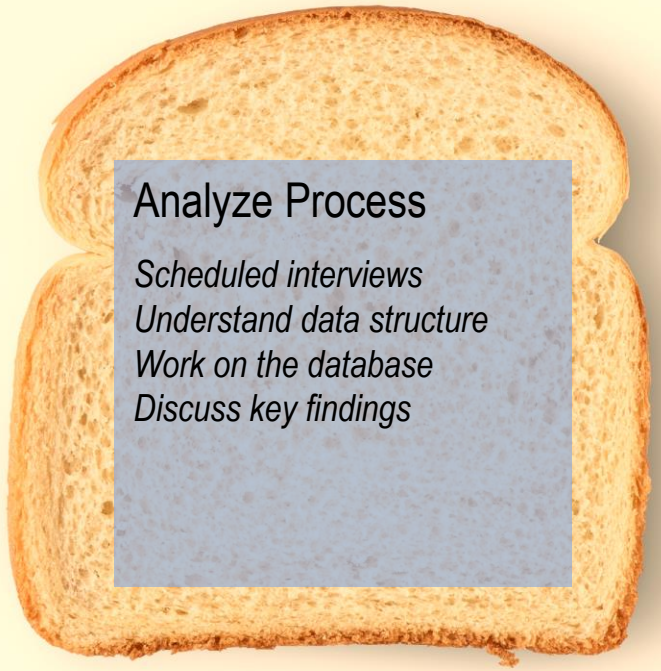
Unique and Sustainable Business Cycles

Our goal is to help businesses establish unique and sustainable business cycles that can withstand market fluctuations and ensure long-term success. By analyzing key factors and tailoring strategies to each individual business, we aim to create a customized approach that maximizes growth and profitability.

Improved efficiency and productivity
Increased profitability and financial stability
Advanced decision-making processes with fact-based models
Competitive advantage through strong organization

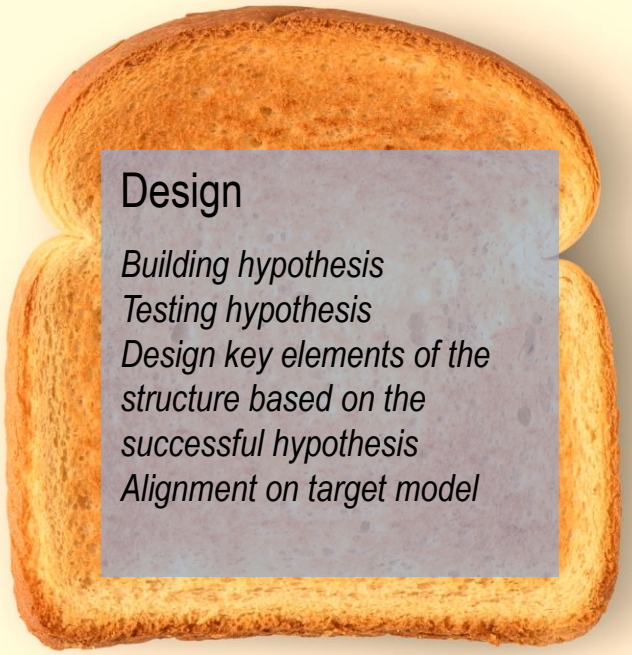
WBS process flows smooth and fast

As it can be inferred from our company name, Move & Do, we take quick actions to achieve our goals. We place great importance on ensuring that our review processes do not disrupt the workflow.



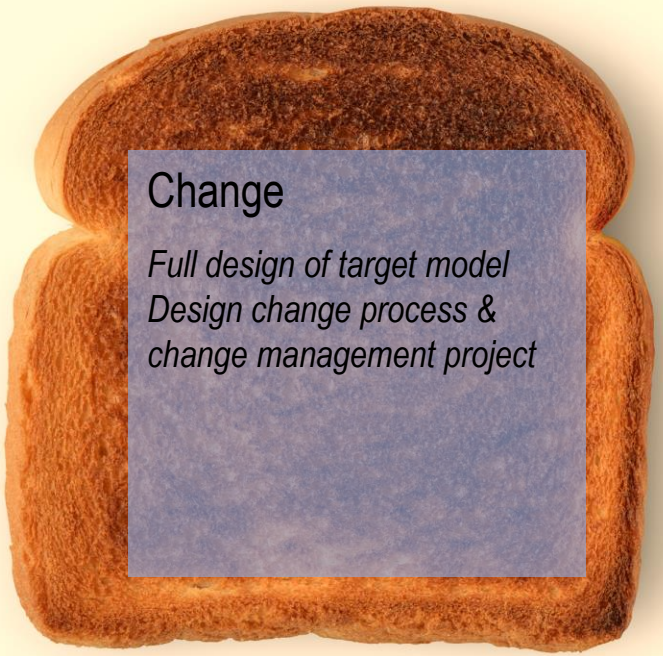
Analyze Process

Scheduled interviews
Understand data structure
Work on the database
Discuss key findings



Design

Building hypothesis
Testing hypothesis
Design key elements of the structure based on the successful hypothesis
Alignment on target model

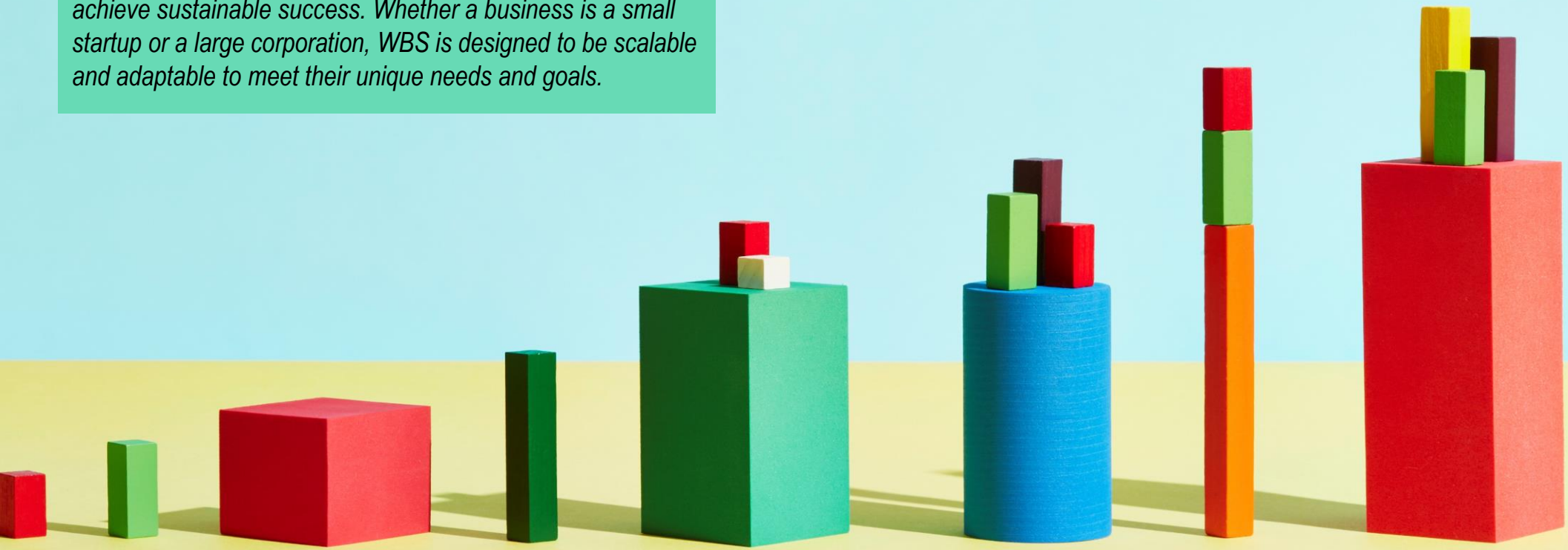


Change

Full design of target model
Design change process & change management project

Who can benefit from **WBS**?

WBS is a powerful tool that can provide businesses of all sizes and industries with a competitive edge in their respective markets. By utilizing the customized analysis and strategy design provided by WBS, companies can identify areas for improvement, streamline their operations, and ultimately achieve sustainable success. Whether a business is a small startup or a large corporation, WBS is designed to be scalable and adaptable to meet their unique needs and goals.





Contact Us

Thank you for considering Move & Do Consultancy and our WBS product. If you have any questions or would like to learn more about how our services can benefit your business, please don't hesitate to contact us. You can reach us through the following channels:

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Website: www.movedo.co.uk/WBS

We look forward to hearing from you and helping your business achieve its goals with WBS.