

Biz Concepts Framework

We analyze the areas below to provide feedback and assistance.

Strategy and Business Model Review:

- Optimize Offering - Prioritize your business revenue drivers and phase out less profitable options
- Get ahead of what is next (big thing or competition)

Focus on Core Competency:

- Can't be everything to everyone (be your best)
- Optimize Supply Chain (best price, quality, support consistence and delivery)

Risk Mitigation:

- Respond to problems that may impact the business, prioritize tactics and problem solve.

Process Development and Improvements:

- Improve custom support efficiency, anticipate customer need. Reduce Cost and raise revenue
- Prioritize Risk by cost and impact to business
- Document business processes

Constant Efficiency Improvements:

- Process Improvement and Efficiency
- Agile Adoption, decision making based on data
- Management data metrics (collect data on your business)

Financial Discipline:

- Manage your business finances aggressively
- Optimize cost, invest in business smartly, reduce operation cost
- Quantify investments by ROI
- Use Risk calculation and RIO to make investments
- Manage Interest rates (banking, credit cards, personal finance) Anticipate rate changes.
- Create a Management Reserve (Rainy Day Fund)
- Inventory Management (Know season, normal operating, scale ability, timelines to restock, etc.)

Understand Compliance:

- Know Fed, State, Local regulations that impact your business. (compliance)

- Know cost associated with each regulation (i.e. taxes, bus license, equipment, insurance)
- Monitor Legislation changes (especially new year)

Customer Retention:

- What does it cost to get a new customer (hours, investment in ads, contact, cold calls, sales staff)
- Know what it take to retain a customer base on cost to get a new customer
- Anticipate customer needs and strategize
- Communicate, communicate, communicate
- Marketing cost

Education:

- Stay up on latest business changes and methodologies
- Staff and personal importance (skills)
- Right technologies for your business that support growth and scaling