

# ONE COMPANY'S JOURNEY TO OPERATIONAL TRANSFORMATION



## THE PERFORMANCE LEADERSHIP INSTITUTE



A SMALL CAP COMPANY WAS LOOKING TO INCREASE ITS OPERATIONAL CAPACITY AND GROW ITS PROFIT MARGINS TO LEVEL CASHFLOW THROUGHOUT THE YEARLY CYCLE.

At PLI we walked them through an organizational assessment to gauge for role clarity (redundancies) and to develop their leadership team to deliver operational transformation.

The leadership team learned how to measure daily metrics to evaluate success (or failure) and then use that data to mine for new process improvements.

In one such case it was determined that crews who completed projects earlier in the day were marshalling back at the office and going home.

It was determined that a new approach was needed; a) marshal back at the office but clean and prepare equipment for immediate deployment in the morning, and b) if possible, clean and prepare equipment that day and deploy it to the new site so that work could begin immediately the next day.

Crews were now saving a half day of job preparation resulting in potentially two more contracts per week, or 64 more contracts per season.

This gave the organization the increased margin and capacity to build up cash on hand during the work season with more than enough left over to carry them through the winter with the bonus of better client satisfaction!

If you want to grow your margins, and increase overall performance and engagement on your team, then we have solutions for you.

Reach out to us today to explore this further.

