

Operational Excellence Strategies, LLC.

(DBA: OpX Strategies)

Company Overview

OpX Strategies is a strategic planning, strategic management, and business transformation consulting firm with sound technical skills, analytical ability, good judgment, and a strong operational focus. Experienced in:

- ✓ conducting analysis of future trends and forecasts to identify promising business initiatives
- ✓ providing analytical expertise to observe, identify, and address patterns in the internal and external operating environment that could emerge as barriers to organizational success
- ✓ prioritizing strategic gaps and developing relevant solutions to address business needs
- ✓ managing business process transformation and providing a systematic approach to transition from the current state to the future state at both the program and project level
- ✓ utilizing design thinking approach to develop innovative insights and move ideas to action
- ✓ integrating projects into the overall system to ensure sustained success

Karin DeLaitsch, President, is a dedicated strategic and operational excellence professional with over 19 years' progressive experience combining collaboration, synergy, and strategic thinking to drive planning, programming, and transformation initiatives in the private and public sectors. Thirteen years of progressive responsibility in engineering and management at General Motors developed her knowledge and skills in strategic planning and global benchmarking. During her time contracting at The Department of the Treasury, she managed business transformation and provided a systematic approach to transition from current state to the future state. At Veterans Administration (VA), she refined her analytic expertise to observe, identify, and address patterns in the internal and external operating environment influencing VA's mission, strategy, and priority goals.

Contact Info

OpX Strategies
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Company Profile

- Business and Management Consulting
- DUNS Number: 081264398
- Cage Code: 84NK4

Service Offerings

- Internal and External Environmental Scanning
- Strategic Planning & Management
- Business Transformation
 - Process Design
 - Process Improvement
 - Process Reengineering
 - Process Standardization
- Training Material Development and 508 Compliance
- Design Thinking Facilitation

NAICS Codes

541611 (*Primary*) Administrative Management and General Management Consulting Services: Strategic Planning; Business Management

541330 Engineering Services: Industrial Engineering

541612 Human Resources Consulting Services

541618 Other Management Consulting Services

611430 Professional and Management Development Training

Select Customers:

Veterans Administration
The Department of the Treasury
Montgomery County Community College
General Motors

OpX Strategies welcomes Government Purchase Card orders and Simplified Acquisitions

Past Performance

Internal and External Environmental Scanning

Developed and categorized internal and external **VA** workforce planning environmental scanning issues using the SKEPTIC model (Social demographics, Competition, Economics/Environment, Political, Technology, Industry, Customer). Conducted deep dive analyses on the concerted agreement of the top ten drivers to identify workforce implications, imperatives/attributes. The results were actionable plans to mitigate potential barriers and risks to organizational success. Environmental scan issues are now updated on an on-going basis as part of the Corporate Strategic Workforce Planning Process developed.

Strategic Planning / Strategic Management

Created and implemented a Five-year Strategic Workforce Planning Process addressing 350,000 **VA** employees serving 21.6 million Veterans. All of the project's key strategic planning issues addressed one or more of the VA Strategic and Priority Goals and one or more mission critical operation.

"Karin DeLaitsch played an integral role in integrating the process into the planning, programming, budgeting, and execution system within VA." – Bill Cioffi, WP Cioffi Engineering Management, Inc.

Secured a \$5.5 million investment in operations consolidation at **General Motors, Corp.** Led the effort that completed five-year strategic plans, attained global benchmarking goals, and accomplished lean manufacturing objectives. Achieved \$800,000/yr. direct labor savings, \$1,000,000/yr. indirect labor savings, \$500,000/yr. maintenance savings and prolonged the business ten years. Improved productivity 8% through equipment modifications as a result of global benchmarking for best practices.

Business Transformation

Completed current state analysis, future state recommendations, implementation plans, and standard operating procedures for **The Department of the Treasury**, Bureau of Fiscal Services. As part of the Federal Government's paperless initiative, Karin DeLaitsch teamed to improve the financial and regulatory review process for Surety Companies from a highly intensive paper system to an electronic documentation review process. The business process improvement not only eliminated storage of paper records for 300 companies submitting financial documents on a quarterly and annual basis, but it improved the financial analyst's overall review time by 700%.

Recognized by Line-of-Sight, LLC. for maintaining an optimistic attitude and delivering results in a work environment of impending reorganization, physical relocation, ongoing union grievance, and low employee morale.

Training

Wrote content for eleven workforce planning courses to be used by 400+ **VA** workforce planners; evaluated training effectiveness using the Kirkpatrick model; and evaluated the overall competency assessment process used within VA. All materials were developed to be ADA 508 compliant.

Delivered standard operating procedures and training packages to **Treasury** to accommodate an immediate need to train new workers as a wave of knowledge workers retired.

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