

Operational Excellence Strategies, LLC., WOSB (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:

- ✓ prioritizing strategic gaps and developing solutions to address business needs
- ✓ applying lean concepts to achieve cost savings and better value for customers
- ✓ allocating funding fairly and equitably
- ✓ managing business process transformation to transition from current to future state
- ✓ integrating projects and processes into the system to ensure maximum efficiency
- ✓ analyzing trends and forecasts to identify business opportunities

Karin DeLaitch, President, is a dedicated strategic and operational excellence professional with 25+ years' experience driving planning, programming, and transformation initiatives across both private and public sectors. She spent 13 years in industrial engineering and engineering management at General Motors and over 12 years managing government contracts and workforce analytics teams. Karin specializes in managing projects, improving business processes, conducting workforce analysis, and executing strategic plans. Her Department of Veterans Affairs (VA) work has included supporting Veterans Benefits Administration (VBA) Education Service's State Approving Agencies' budget allocation, compliance & quality assurance, VA Workforce Planning Services' five-year Strategic Planning Process development, Veterans Health Administration (VHA) Office of Quality, Safety, and Value – Product Effectiveness's project integration, VA Office of Procurement, Acquisition and Logistics supplier survey analytics dashboard, and VBA Outreach, Transition and Economic Development's Post-Separation Assistance Program Assessment.

Contact Info

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Company Profile (SAM.gov)

- Business and Management Consulting
- UEI: EYJ5DNKPJWH8
- Cage Code: 84NK4

Service Offerings

- Strategic Planning & Management
- Operations Consolidation
- Budget Allocation
- Business Transformation
 - Process Design
 - Process Improvement
 - Process Reengineering
 - Process Standardization
- Workforce Analysis & Optimization
- Environmental Scanning

NAICS Codes

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

541330 Engineering Services: Industrial Engineering

541612 HR Consulting Services

541618 Other Mgmt. Consulting Services

611430 Professional and Mgmt. Development Training

Select Customers:

Department of Veterans Affairs
Department of Labor
Railroad Retirement Board
National Transportation Safety Board
AmeriCorps
National Institutes of Health
National Credit Union Administration
Department of the Treasury
General Motors

***OpX Strategies welcomes Government
Purchase Card orders and Simplified
Acquisitions***

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Past Performance

Strategic Planning / Strategic Management / Operations Consolidation

Created and implemented a Five-year Strategic Workforce Planning Process addressing 150,000 VA employees in mission critical occupations. 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.

Budget Allocation

Revamped a proprietary mathematical prediction model for VA to apply common criteria to allocate over \$28 million annual funding fairly and equitably to 53 State Approving Agencies. Annually updated and executed the budget allocation model to comply with legislative requirements and VA policies, procedures, and protocols. Conducted 'what-if' scenarios to understand potential outcomes and make informed decisions.

Business Transformation / Workforce Analysis & Optimization

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 paper-based system to an electronic documentation review process. The process improvement not only eliminated storage of paper records for 300 companies submitting quarterly and annual financial documents, but it improved the overall review time by 700%. 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.

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.

For an AmeriCorps Remote Work Cost/Benefit Analysis, OpX Strategies conducted a position and space utilization assessment, recommending headquarter and regional office consolidations for improved efficiency.

Internal and External Environmental Scanning

Categorized internal and external VA workforce planning issues using the SKEPTIC model (Social demographics, Competition, Economics/Environment, Political, Technology, Industry, Customer). Analyzed the top ten drivers to identify workforce implications and developed actionable plans to mitigate risks. Environmental scan issues are now updated as part of the Corporate Strategic Workforce Planning Process developed.