



Oakmonte Advisory Offering *Opportunity Expansion* **SPRINGBOARD**

Overview

The SPRINGBOARD offering is focused on identifying, prioritizing, quantifying areas of potential improvement to the business and creating action plans to convert the ideas into tangible business return.

Engagement Profile

Our approach framework includes five components patterned after the DMAIC is the problem-solving approach that drives Lean Six Sigma. DMAIC comprises **five** key areas (Define, Measure, Analyze, Improve, Control). We have taken this powerful manufacturing problem-solving technique and have applied it successfully in non-manufacturing environments for every part of the business.

1. Brainstorm and Prioritize (Define)
2. Discover and Distill (Measure)
3. Analyze and Design (Analyze)
4. Communicate and Implement (Improve)
5. Key Metrics and Dashboards (Control)

Engagement Approach

Define and Design

We work with your team to brainstorm, prioritize and align on target areas and the potential returns.

Once the definition and prioritization sessions are completed, we define the next steps and timeframe. The findings are distilled into a **Strengths, Weakness, Opportunity, Threat** (SWOT) format. The results are reviewed as well as the recommended approach with key stake holders for agreement to proceed.

Communicate and Align

A communication plan for the full organization will be created to articulate the strategy, business objectives, and market opportunities defining the 'what', the 'why' and how.

Implementation and Results

We work with your team to create and execute a realistic implementation plan including key metrics and performance indicators will enable full transparency regarding progress post completion.

Expected Outcomes

The result of the SPRINGBOARD will be the realization of improved margin or revenue streams with defined metrics and KPIs.

However, the buy-in of the stakeholders and the wider team will be significantly improved because of the direction transparency and the readily available KPIs to allow everyone to observe the progress.

Primary Stakeholders

- President / CEO
- Operations Leadership
- Sales Leadership
- Marketing
- Key Contributors



OAKMONTE ADVISORY