

“Intelligent Optimization”

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Are you a Business Owner, CEO, President or COO? You have a fairly successful company but you’re looking to improve performance in areas that touch all parts of your business or ones where their repeatable processes drive your business success. Typically, these processes touch several functional areas and maybe a dozen to possibly 50 people across the organization. All these people have functional tools, software applications or an activity to complete their segment of a given

process.

How do you improve the performance? You can buy new software. You can add, reduce or replace people. You can change your processes. The problem with all of this is it is not necessarily providing a better, more cost effective and profitable solution.

What you should be doing is embracing “Intelligent Optimization”. Intelligent optimization reduces risk in your organization and can be implemented in a couple of ways, consulting only or in conjunction with an enterprise wide application. What Intelligent Optimization does is provide an unbiased set of eyes to work with your management team to establish a diagram of the key processes you wish to track. They are your processes; not processes you’re told you should use. The outside party may offer suggestions to improve them, but they are still yours. You’d be surprised that almost all management teams are unaware what the actual operating processes are within their own organizations. It also helps you manage by task duration not deadlines. Those durations are set by your organization and may be modified over time to always make sure they are accurate. When managing by deadline an employee or employees will typically wait until just before the deadline, wasting any process velocity you may have gained through earlier efficiencies.

After establishing the true process, the consultant will watch, evaluate, and address issues within your critical processes. Companies often try to do this internally, however there are a myriad of issues that come into play that typically make this a failed effort; politics, priorities, poor cross functional communication, etc. For example, let's say someone in the process decides they don't need to be included any more. They notify internal IT to remove them from the workflow. IT removes them. Now everyone after them that depended on the information they provided no longer has that information being fed to them. With "Intelligent Optimization" the external process consultant receives the request and assesses the effects on the entire workflow, addresses any possible issues with others in the workflow, determines how best to address it from an overall business perspective and then acts upon the request to best benefit the company.

With "Intelligent Optimization", the consultant is always in the loop, making sure the process flow and any associated technology are always in concert with the current state of the process. As the company changes, personnel change, process changes, etc. the consultant intelligently optimizes the process flow to match.

Finally, "Intelligent Optimization" ensures that what management is looking for is delivered by the organization. It keeps them engaged and advised without any internal biases.

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Allawos & Company is a comprehensive global management business-consulting firm, tuned to enable organizations to identify and exploit opportunities through creative engagement built on a foundation of decades of senior management experience.

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We service the aerospace industry to healthcare, semiconductor to farming and most industries in between. Our comprehensive consulting services improve the client's condition and leaves behind the tools for growth.

Sincerely,

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