

AIT Group
Create the Future
www.theaitgroup.com

VALUE CHAIN TRANSFORMATION

True understanding of the issues and opportunities across an end-to-end Value Chain requires a methodology that enables companies to step back, look at the big picture, and drill down to project-level opportunities. Identifying, prioritizing, and executing business improvement opportunities across the full Value Chain (e.g., Supply Chain) is an effort which holds high strategic and financial rewards.

AIT GROUP VALUE CHAIN TRANSFORMATION CLIENT SERVICE

Phase 1: Framing and Scoping

This 1-2 week effort is designed to define the vision, goals, and scope of the effort, and build the team structure, roles, and governance for the Analysis and Design phase.

Phase 2: Analysis and Design

This 7-8 week process rapidly engages the organization to develop detailed understanding of the current value chain and the improvement opportunities that exist. Conceptual to-be processes and operating modules are developed and supported by a process simplification roadmap, deployment plan, and business case. A time-phased implementation program is then developed summarizing the work streams required to most aggressively transform the value chain.

Phase 3: Pilot & Implementation

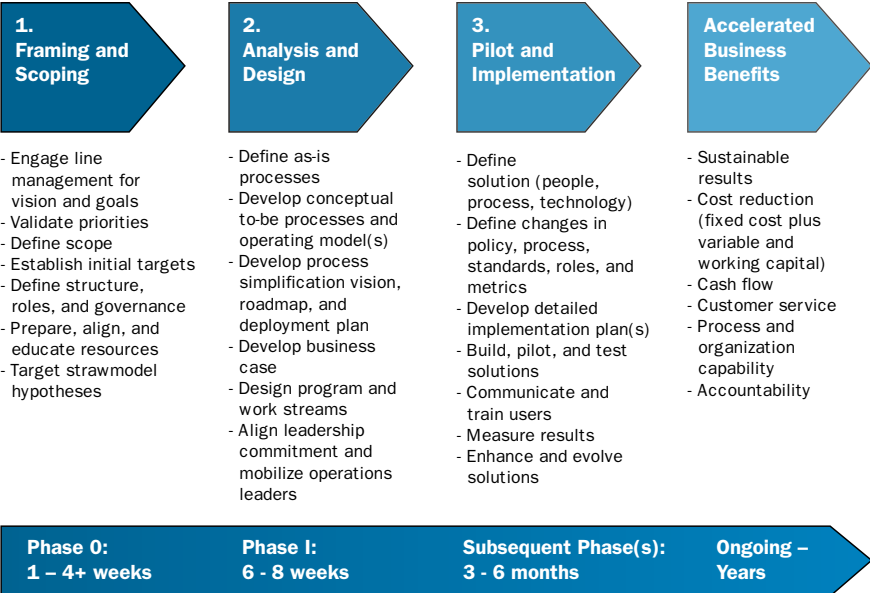
The implementation process is typically a time-phased effort involving multiple streams of work, multiple teams, and many project activities that require Lean, DFSS, Six Sigma, Innovation, and Supply Chain skill sets. Detailed solutions are planned, piloted, and implemented. The required policy, process, people, and technology changes are executed, measured for success, and made sustainable with proper controls so that improvement benefits are permanent.

“Innovative Solutions...Accelerate Business Benefits”



AIT Group uses a structured methodology, and a variety of tools, to derive this big picture level of understanding. Our approach is hands-on, highly interactive, and designed not only to create an understanding of the prioritized opportunity portfolio across the Value Chain, but also to create the “bias for action” necessary for the organization to take the proper steps in the implementation phase. The combination of clearly defined project priorities, together with an organization motivated to drive change, is a proven equation for success.

Value Chain Transformation Three Phase Approach



Why is our approach so successful? We work hand-in-hand with our clients to:

- Jointly develop a strategic path forward to achieve a quantified, validated business case
- Focus efforts on the highest impact, strategically aligned, opportunities
- Mobilize your company for change by involvement at all levels within the organization
- Address the rational, political, and emotional change levers in the organization
- Assess the impact of technology ... today and in the future

People involved in this practice area include:

- Executive Sponsor
- Value Chain Steering Committee
- Functional Area and Site Leads
- Functional Area and Site Support Team
- Subject Matter Experts

Phases one and two of Value Chain Transformation are executed by a Professional Support Services team who assesses the value chain for high impact improvement opportunities. Phase three leverages either, or a combination of, Professional Support Services and Knowledge Transfer experts to rapidly implement high-impact business improvements, while simultaneously developing internal business improvement resources. Regardless of the approach, AIT Group is hands-on and guarantees results.