

AIT Group
Create the Future
www.theaitgroup.com

VALUE AND OPPORTUNITY IDENTIFICATION

Selecting the right project is one of the most critical success factors in business transformation. AIT Group's Value and Opportunity Identification methodologies surface the highest impact opportunities to drive maximum business performance improvements.

AIT GROUP VALUE AND OPPORTUNITY IDENTIFICATION CLIENT SERVICES

Value Chain Diagnostic

Assesses ability to meet competitive performance defined by the differentiation strategy. Gaps in key performance measures are quantified through benchmarking. Internal and external facing processes are evaluated for improvement opportunities.

Value Stream Diagnostic

Assesses performance of cross-functional, end-to-end business processes. Uses Lean Six Sigma tools to identify improvement opportunities. Delivers an integrated project portfolio grouping opportunities by associated work streams.

Work Group Diagnostic

Very quickly generates and prioritizes project opportunities within a specific function. Projects are directly aligned with functional and company strategic goals.

Problem Specific Diagnostic

Address a very specific client-recognized pain. Serves as "Proof of Concept" for Lean Six Sigma, identifies root causes for poor performance, and determines next steps.

Improvement Program Diagnostic

Evaluates critical success factors of an improvement program deployment. Compares performance against industry standards and identifies opportunities to improve deployment, thereby increasing results.

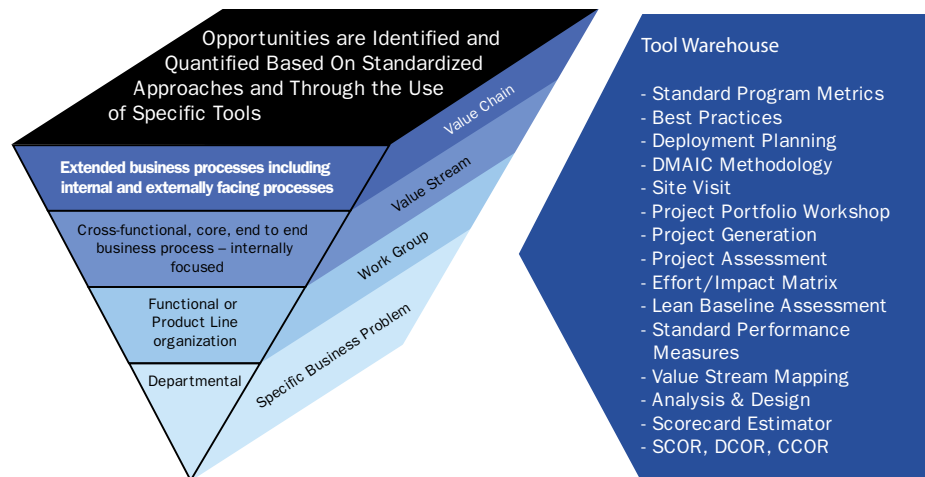
"Your Vision...Our Mission"



In initial business improvement efforts, "low hanging fruit" issues are typically abundant. After these obvious targets are addressed, many organizations struggle to identify and scope high-impact opportunities aligned with the company's strategic direction.

AIT Group's hands-on commitment works with our client to leverage powerful tools to help identify, quantify, and prioritize opportunities regardless of where the company might be in its business improvement journey. Regardless of which opportunity

identification method we use, a strong improvement program is needed to execute the identified projects. We have a method to evaluate improvement programs, targeted at identifying ways to increase the results of that program. This assessment compares a company's improvement program success factors to best practices, and identifies opportunities for improvement.



These structured methodologies are capable of addressing the full range of opportunities, from problem specific tactical issues to the more strategic, broad-reaching, value chain focus. AIT Group's five methods address multiple business situations.

AIT Group offers a unique and powerful set of tools to help companies identify, quantify, and prioritize opportunities — regardless of where the company might be in its business improvement journey.

People involved in this practice area include:

- **Assessment Champion**
- **Steering Committee of Leaders for Assessment Focus Areas**
- **Process Owners for Assessment Focus Areas**
- **Subject Matter and Process Experts**

Our Value and Opportunity Identification services can be conducted by a stand-alone Professional Support Services team to rapidly identify and quantify high-impact improvement opportunities. They may also be executed in a Train-Apply-Review Knowledge Transfer approach to develop internal resources, providing needed capabilities for the future. Regardless of the approach, AIT Group is hands-on and guarantees results.