

Opportunity Triggers

Organization

Marketing/Sales

Operations

Costs

Technology

Net Income

Over-Stretched
General Mgr.

Sales Growth Flat to
Declining

Operational Execution
Issues

Higher Operating
Costs

Lack of Shop Floor
Controls

Decline
Earnings

Staffing Issues

Lead Generation
Needs Work

Poor Performance
Late Deliveries

Excess & Obsolete
Inventory

ERP Too
Confusing

Cash Flow
Constraints

Not Enough
Time

Declining Market

Too Much Excess
Capacity

Too Much Rework

Using Excel to Run
the Business

Not Making Money
like Before