

Performance Improvement

Amid the pandemic multiple companies across the globe are struggling to survive. What is your game plan given the current situation? What are you doing to improve the performance of your organisation? Based on our experience, we share a structured approach to successfully realize performance improvement

Upstream Capital – *your dedicated partner to realize your full potential, driven by data analytics*

- 4 we accelerate growth and optimize operational expenses with continuous improvement
- 4 we believe in hands-on value creation and create strategic options throughout the business life cycle
- 4 we align business strategy with operations. We drive customer satisfaction and productivity; helping supply products and solutions of outstanding quality, cost efficiently with shorter delivery times

How we differentiate ourselves

- 4 unbiased and objective advice to the benefit of our clients
- 4 hands-on strategic and operational value added approach. We work on-site with our clients in order to accelerate sustainable growth and value creation together
- 4 unique combination of skills business development, business transformation, corporate finance, capital raising, data science, lean six sigma and performance improvement

Our Services

Business Planning

- 4 A company wants to design a business growth plan, with strategic roadmap how to accelerate sales with an efficient and effective expense base

Business Transformation

- 4 A company wants to maximize value and eliminate waste. Based on data analytics, a company aims to optimize the flow of people, equipment and cash

Corporate Finance

- 4 Raising Capital - a company is seeking either growth capital or acquisition financing
- 4 Recapitalization - a company may seek to recapitalize its ownership structure to attract external investors or take out existing shareholders
- 4 Restructuring – a company wants or needs to (re)negotiate to improve or reset its financing terms and conditions
- 4 M&A and Valuation - Shareholders (incl. PE portfolio companies) are considering to sell the company

Performance Improvement

Based on our experience we share a structured approach to successfully improve performance

- 1) Establish a project team. Hand pick them wisely. Make a business process flowchart with elements per process step (processing time, # employees, capacity)
- 2) Develop a value stream map of (a) the current state "as is"; and (b) desired situation "future state". Please limit the number of process steps and people involved to minimize "waste"
- 3) The five performance improvement objectives are quality, reliability and dependability, speed, flexibility and cost
- 4) Replace chaotic and hectic planning process(es); driven by "push" mentality by lean planning; "pull" with WIP control
- 5) The essence of lean operations is to control WIP; minimum inventory levels, slack (minimize re-work), buffers (minimize waiting time) and work in progress
- 6) After deployment monitor the performance with a control chart on three levels: throughput, inventory and operating expense

Contact us

In case you require support, please contact us

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