

Positioning the Business for Sale

The owners of the business wanted to improve the systems, process and capability of the organisation. The reason being the business was being positioned for sale. We developed systems and process improvement strategies, formed a project team and documented an implementation plan.

A systems requirements definition was completed for new enterprise applications to replace the existing systems. The systems were implemented and application integration opportunities identified. This improved data integrity and executive team decision-making. Staff training was conducted for new applications and operational procedures.

User Acceptance Testing (UAT) was completed to ensure that the systems were fully functional and met the business requirements. Operational processes were mapped to identify inefficiencies, constraints and duplication. Each process was reviewed and streamlined.

Process improvements were made to inventory management, cash-flow management, accounts payable, accounts receivable and financial reporting. The efficiency of the staff improved dramatically as familiarity with the new systems increased. The project team included key stakeholders and multiple application vendors.

Operational processes were aligned to the new systems to ensure the best practices of the applications were realised.

Efficiency and effectiveness gains were monitored throughout the project. Key improvement areas were:

- Financial and management reporting.
- Cash management.
- Inventory management.
- Pricing management.
- Cost of sales.

The owners met the objective of positioning the business for sale. The business was sold.