Dploy® solutions

HOW DO YOU ACHIEVE YOUR AOP?

The key to achieving your Annual Operating Plan (AOP) starts with winning the day. Winning the day allows you to win the week, the month, and ultimately the year. This can only happen when company goals align with daily activity happening at the point-of-impact throughout your organization. If this critical alignment isn't happening, your organization is likely experiencing these challenges:

- Your organization is consistently missing its numbers
- The same issues continue to repeat themselves
- Your organization is not achieving anticipated levels of performance
- Executives do not have a clear and accurate picture of how the business is performing

Not Hitting AOP Goals? Self-Assess Your Daily Management Process

Assess your current management system and execution plan for daily activities by answering **yes** or **no** to the following questions.

Process Around Data Collection & Analysis

For many companies, data capture and transcription is a clerical nightmare that requires extensive formatting from disparate systems, manual data entry, and valuable time from multiple operators, supervisors and other resources. Your management system should fully integrate all data so actionable information is easy to access from one location, by everyone, in real time.

_____ Do you have data by which to make critical decisions easily accessible?

_____ Are you managing many spreadsheets pulled from multiple disparate systems to get the information you need?

_____ Are you easily able to find the data that matters to your business unit or process?

_____ Do you have one place to pull the data together in a graphical format for quick analysis?

Process Around Identifying & Communicating Issues

To be effective at driving performance, you need to know what your current status is, have issues highlighted quickly as they arise, and be able to notify and bring resources to bear—before those issues spin out of control. The management system and tools you use should act like a fire alarm to identify and communicate abnormalities in current performance.

_____ Is your escalation process configurable and in real-time?

_____ Do you have the ability to drill down to the point of failure?

_____ Are you accurately capturing the reasons and impact of failure?

_____ Can you identify trends of failure?

HOW DID YOU DO?

If numerous shortcomings were identified, it is time to consider adopting a Daily Management system like Dploy Solutions that allows your organization to obtain a single source of truth about operations performance and gives your organization a tool to act quickly and keep your business on track.

We can help you implement the process rigor and technology needed to drive better performance and achieve your AOP goals. For more information or to schedule a live demo, please contact us at 800.438.5535 or info@dploysolutions.com.

Learn more about Dploy Solutions Daily Management at dploysolutions.com.

Process Around Reacting to Issues

Having real-time visibility to issues as they occur is just the first step. Driving a rapid response to those issues is the secret to improving performance. Sounds simple, but many companies struggle with taking action quickly—same hour, same day versus a week later at the quality meeting. Your management system should highlight which issues are most important and help you manage what is being done and who owns those actions to drive improvement.

_____ Are all relevant groups able to see, in real-time, issues that may affect their AOP goals?

_____ Do you have a daily tiered accountability process that reviews performance, addresses issues and elevates issues that cannot be resolved?

_____ Are issues able to be resolved within the same day?

Process Around Preventing Issues From Reoccurring

Doing the same thing over and over and expecting different results is the definition of insanity. Firefighting the same problem again and again is a close second. Your management system should support fire prevention— a robust process to help your team drill down to root cause and develop permanent corrective actions, and track how those actions perform.

_____ Do you currently have a system or process in place to assess and initiate long-term solutions to issues?

_____ Do you know who is responsible for implementing short- and long-term solutions?

_____ Are you able to align improvement at the point of impact to business performance?

To review your results and recommendations with one of our Operations Management experts, please email Heather Verity at Dploy Solutions to request a meeting.

Dploy Solutions is a suite of technology solutions offered by TBM Consulting Group who brings 25+ years of experience with Operational Excellence and a proven track record building management systems that drive sustainable business performance. We offer implementation and consulting services to ensure a wide range of integration support, including management system design and implementation, data integration, setup and tracking hierarchy. Our goal is to provide the best customer experience possible. Learn more about TBM Consulting Group at tbmcg.com.

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