



The **Business Potential Assessment**

A unique support approach for You and Your Company

Instead of an outsider turning in a large cold book and a dry PowerPoint presentation, our **Business Potential Assessment** features you participating in the process along with Jacquard's most skilled partner. Together we do the analysis and evaluate the gains available for your business. Jacquard's **Business Potential Assessment** is a proven success for over 150 clients.

Upon completion you choose among the opportunities and the Jacquard partner will privately mentor you through the first month of the project. You are free to use the catalogue of Jacquard tools to support the project.

With Jacquard's **Business Potential Assessment** you will find out simply, efficiently, and inexpensively where to focus first to realize the quickest and best return for your company. You will have the data, insights and knowledge needed to decide which improvements to make.

Jacquard Associates assists a wide variety of clients since our inception over 20 years ago. We always work for the owner/executive, and the **Business Potential Assessment** is the first step for all our assignments. The process works well for companies from \$5 to \$100M whether they are manufacturers, distributors, or service companies. Jacquard is pleased to work in partnership with your outside professionals as long as you are engaged.

We find at least two or three immediately actionable opportunities. They are relatively easy to execute and typically pay back the entire fee within four months. Annual paybacks range from 5 to 20 times the expense.

We look forward to adding our expertise to your mix, and building stronger companies with you!

Direct Benefits to You

- 1 Address issues that are **sources of frustration** to you
- 2 Discover two or three **competitive opportunities** you can act on immediately
- 3 Take **ownership of a plan** you developed, making it easier to adopt
- 4 Enjoy **private mentoring** from a skilled mentor and businessperson
- 5 Rely on **assistance during the introduction** of the first program
- 6 Alternatively, gain an **excellent training device** for a new general manager

At a Glance

Our Client



A privately owned \$10M distributor and manufacturer of countertops prided itself on giving the highest level of service to all customers

The Goals and Time Line

Make both divisions profitable, achieve positive cash flow quickly and have fun again: all in 12 weeks

The Impact : More Profit and Cash!

- \$150 K profit from throughput improvements
- \$100K of cost savings by reducing three positions, while growing capacity
- \$150K cash from AR improvements
- \$25K cash from inventory reductions
- Plus
- Increased sales in manufacturing division from better cycle time



The Process

Within five weeks we complete The Business Potential Assessment described below. We organize around our four fundamental business threads, *Customer Focus*, *Financial Discipline*, *Operational Speed* and *Leadership Practice*.

Not just an Assessment ... this is also a mentoring program. This unusual approach features you participating intimately in the process. Along with Jacquard's most skilled partner, you do the analysis together. This arms you with the knowledge of where all the information comes from and how it is formulated, unique insights into your business, ease in selecting which programs deserve immediate attention, and the support of a listening ear.

The Agenda

- 2-3 meetings of two hours each during the four week project
- Interview managers and personnel you recommend
- Follow the Business Potential Workbook as the guide to the process

The Results

Each Business Potential Assessment ends with the customized Executive Summary.

- Key Observations
- The Company's Current and Desired State
- Financial Performance Overview – Current & Potential
- A Detailed Business Analysis for *each* of the 4 areas (*Customer Focus*, *Financial Discipline*, *Operational Speed* and *Leadership Practice*)
- SWOT (Strengths, Weaknesses, Opportunities and Threats) Analysis with identified risks & ways to manage them
- Ideas to Action – Customized analysis of each major challenge and opportunity with observations and recommendations

Ideas to Action

You, with complete support and mentoring from the Senior Jacquard Partner, will pick and start one formal project from the Assessment. The Jacquard Partner will assist for approximately one month. All of the many Jacquard Associates Project Tools are available for your use, including relevant Wonderments®, Profit Projects®, Overviews and Process Documentation.

We invite you to visit our website at www.jacquard.com to find all of these.

Markets Served

We've "seen the end of the movie" many times over. Our experiences give us a head start on knowing what goals to set, and how to realize them.

Manufacturers

Automotive Aftermarket
Bakeries
Bicycle Parts & Helmets
Cases - exhibition
Chocolate Candy
Cleaning Supplies
Clothing
Commercial Construction
Consumer Auto
Electrical Components
Electrical Contractors
Fabric Printing
Food Products
Forgings
Grinding & finishing
Home Builders
Jukeboxes
Kitchens
Large Scale Automation
Machined Parts
Medical Equipment
Medical Test Equipment
Metal Forming
Mops
Packaging
Plastic Extrusion
Plastic, Wood
Point of Sale Cases
Printed Circuit Boards
Printing
Reprographic films
Small Scale Automation
Specialty Albums
Test Automation
Valve Regulators
Vending Machines
Wiring Harnesses

Distributors

Collectibles
Electronic Assembly Equipment
Ethical Drugs
Exotic Metals
Factory Equipment – new & used
Ice Cream
Industrial MRO Supplies
Janitorial Supplies
Jewelry
Screen Printing
Seasonings
Specialty Foods
Trucking
Wholesale Foods
Wines & Beverages

Professional & Service

Banking
Communication Software
Consulting
Engineering
Environmental Test Lab
Industrial Cleaning
Industrial Coating
Leasing
Marketing
Point of Sale Marketing
Publishers
Surveying
Telephone Systems

Retail and Consumer Internet

Clothing
Floor Covering
Jewelry
Music, Games, Books
Restaurant Chain
Smartphone Apps
Toys