



## Product / Service Cost Management

Know your cost structure and optimize it. Use the information to respond quickly and competitively to market shifts. The Jacquard Product/Service Cost Management Profit Project® provides a clear view of the current cost structure at your company, as well as identifying the improvement opportunities and defining a process for achieving them.

### Experiences

- *Smaller lot sizes reduces cost and improves delivery time*
- *Combining purchases reduces costs*
- *Departments working together cuts down on duplication of tasks*

### Principles

- Knowledge is power
- A good cost structure is a significant competitive advantage
- Standardize *some* products

### Goals

- Profitable revenue
- Understanding of cost structures
- Increased flexibility in competitive pricing situations

### Subprojects

- Cost Modeling
- Improvement Opportunities
- Process Improvement Phase

### Measurements

- Gross margins by product
- Number of bids won/lost
- Dollars saved from cost reductions

### Deliverables

A formal standard repeatable process that provides ...

- A fact-based pricing process
- Systemized decision-making process

#### Jacquard's Profit Projects™

- Straightforward, proven and universally applicable
- Focused and customized to a company's unique needs
- Easily understood by all employees
- Take only 16 weeks to complete

#### What they do for you ...

- Improve customer delight
- Build greater market share
- Increase profitability and cash
- Strengthen leadership
- Align people with company goals