

Business Need Identification

PRODUCT SPECIFICATION



Product Specification & Methodology	<ul style="list-style-type: none">• Analysis of the company's business environment• Strengths and weaknesses are tested• Analysis and report of the company's business system; elaboration of potential levers for fundamental improvement• Organizational Capability Audit• Determination of realistic financial targets• Root-Cause-Analysis – what about strategies, operating activities, people, organization? What kind of reserves are in the business system and so on.
Sense of Urgency	<ul style="list-style-type: none">• You can't determine the extent and scope of change for the near future• You don't exactly know your organization's ability and willingness to change initiatives• You can't really put your finger on the levers and the pitfalls
Vision – a Clear Idea of One's Future	<ul style="list-style-type: none">• A clear idea about the sense of urgency• Knowing the wide spectrum of change you can expect for you and your company
Why NUTs? What Makes the Difference?	<ul style="list-style-type: none">• We take into account the latest and best insights and will integrate them into your business context• Our consulting staff represents highest personal and professional competence: It's crucial to have business intelligence, a general idea of different industries and business models, to be up to date in methodology as well as to depend on past experience
What's the Company's Contribution?	<ul style="list-style-type: none">• Frankness in the analysis phase• Relentless transparency, above all observing yourself: „See reality as it is and not as you wish it were!“• The declared intention to collect financial data, which is hardly available in your accounting and controlling department
References	<ul style="list-style-type: none">• Coca Cola Company• Knowledge Management• Glaxo SKB