

BUSINESS ASSESSMENTS



Manufacturers that are interested in company-wide improvements, benchmarking against others in the same sector, creating strategic targets and setting business growth goals need to begin with business assessments.

CONNSTEP's Business Assessments programs are designed to help identify concrete opportunities for improvement that lead to lower costs and higher profits.

Operational Assessment

Economic impact of operational improvements - Based on evaluations of operational performance such as on-time delivery, equipment utilization, scrap generation, etc., potential improvements are equated with bottom-line returns. A nationwide database for a wide range of industrial sectors is used to benchmark your company against leaders in its industrial category. The benefits allow you to decide where you should best apply your resources to maximize returns.

Lean Enterprise Assessment

Operational effectiveness assessment gauging continuous improvement at all levels of the organization - Comprehensive interviews are held with a broad range of personnel in order to establish where your company is on your Lean journey within all facets of your operation.

Organizational Assessment

Assessment of management and other key individuals to determine organizational excellence - Using interviews and selected tests, individuals are evaluated for attitude and skill compatibility with current positions and potential future positions. The organization as a whole is also evaluated as a team or operational unit. This evaluation also provides early warnings of conflicts with Lean thinking.

Marketing Assessment

Assessment of customer focus, market awareness, competitive intelligence - Evaluation of your company's awareness of your most and least valued customers and which customers derive the greatest benefit from your company's value proposition. Deficiencies and advantages of your company over your competitors – from the customer's perspective – are put forth and tested through interviews with the customer. Your markets are analyzed for growth tendencies and for trends that will influence needs of the customer and growth potential of the market in the coming years.

“In the end, we’ve shifted our way of thinking about leadership, business processes and operations, and we thank CONNSTEP whole-heartedly for opening our eyes and helping us turn the company around.”

Ron Gross
Summit Corporation of America



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