



“Procedures to Streamline Your Business Operations”

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When streamlining a company, you will first analyze the product and service revenue streams. From this analysis, you will identify those business processes that are profitable and those that are not profitable. This will give you an idea of which processes you can remove or modify to streamline your company.

Now you will analyze the various sectors of the business from a different perspective. We can take the safety supply distribution business as an example. Suppose they have a main office and branches located across the country. First of all, get a printout of all the branch offices.

As with the products and services, each branch office will have a certain level of profitability associated with it. Some may be losing money altogether and you will immediately put these on your non-core list.

Some will be marginal, and you will likely put these on your non-core list also. You may decide to keep only those that produce stellar profits. It all depends on your situation and what guidelines you set. You can get direction from your turnaround team here.

The bottom line in all of this is that your company is not making it as it is and you must rank everything from different perspectives and cut out all those extras that you can no longer continue to operate with. What we are doing is trimming down. Later on in the process we are going to build back up, but we are going to use “muscle” instead of “fat.”

From completing all of this work, you will hopefully have identified all the functions, products, services, and business sectors that can be streamlined or removed, all those that must stay, and what changes those that



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stay will undergo (to pick up the lost functionality of the business functions that are going), if any.