

Profit Opportunity - Operations

A promotional-product supplier was hit hard during the COVID-19 pandemic and had to make the difficult decision to reduce personnel in their quoting department. The expectations of the team was to do the same amount of work with fewer people. The SD Profitability Management team was brought in to evaluate the company's order-quote process and determined that 50% of the teams time was spent on small, unprofitable orders. By streamlining the small order process, the team's capacity improved and more time spent focusing on larger, more profitable orders.

To run your organization more effectively, think about re-evaluating current policies and procedures to find ways to ensure your team is focused on the right priorities.



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PROFITABILITY AND OPERATIONS MANAGEMENT SERVICES