

RISK MITIGATION THROUGH OPERATIONAL INTERVENTIONS

Addressing risk is imperative for long-term value creation. Here's a list of 12 crippling watch-outs for most firms + a few operations-oriented risk mitigation ideas for your consideration.

Supply Chain Disruption

Most firms require an agile, data-driven supply chain with pervasive partner relationship management across the globe - while relying on complex (sometimes disparate) information systems.

Risk Mitigation Mechanisms |

- Procurement Excellence
- Disruption Contingency Planning & Procedures
- Supply Chain Analytics
- Vendor Relationship Management
- Order-to-Ship Visibility
- Enterprise Resource Planning (ERP) Integrations
- Push - Pull Processes
- Make vs. Buy Analysis
- Sales & Operations Planning (S&OP)

Risk Mitigation Mechanisms |

- Upskilling & Entrepreneurship Programs
- Productivity Enhancements
- Artificial Intelligence (AI) and Tech Implementations
- Talent Management Programs
- Compensation & Benefits Benchmarking
- Continuous Improvement Teams
- Work Flow Restructuring

The U.S. labor market is tight. Employees are stretched and stressed. Firms must find a way to improve productivity, support skills training, and build flexibility into capacity planning.

Labor Shortages

M&A Integration Debacles

Most integrations are complex with multiple points of failure that can come back to haunt all parties. Culture clash, tech disruptions, lost customer bases, products & services cannibalization - so much to worry about here.

Risk Mitigation Mechanisms |

- Operational Playbooks
- Organizational Alignment
- 100-Day Plan & Implementation
- Information Systems Integration
- Knowledge Management Systems (KMS)
- Project Management Office (PMO)
- Talent Management Programs
- Work Flow Restructuring
- Data Flow & Reporting Alignment
- Process & Procedure Assimilation

Risk Mitigation Mechanisms |

- Voice of the Customer (VOC)
- Agile Business Development
- Digital Marketing & Analytics
- Business Reputation Analysis
- Sales & Operations Planning (S&OP)
- Customer Service Training
- Research & Development Restructuring
- Rewards Programs

Keep your revenue sources flowing and growing by taking care of customers, engaging true prospects, anticipating needs, and responding with alacrity.

Customer & Prospect Loss

Crimped Cash Flow

Balance Sheet Rich but Cash Poor can put even the most promising models out of business. Cash consciousness across the Organization is imperative - especially in the early years and during M&A moves.

Risk Mitigation Mechanisms |

- Cash Constraint Analysis
- Cash Conversion Cycle (CCC) Controls
- Operational Indicators Tied to Cash Flow
- Vendor Relationship Management
- Cash Decision-Making Training
- Cash Metrics and Dashboards
- Flash Reporting Processes
- Cash Responsibility Clarification
- A\R, A\P, and Inventory Cross-Functional Teams

Risk Mitigation Mechanisms |

- Lean / 6S Programs / Poka-Yoke Controls
- Employee Surveys & Special Training
- Visual Factory Cues
- Walk-Through Assessments
- Safety Key Performance Indicators
- Knowledge Management Systems (KMS)

From ergonomic set-ups to organized work environments to proactive prevention of accidents and fatigue (both physical and mental), teams must be vigilant in incorporating safety measures across all work flows and levels of responsibility.

Employee Safety Incidents



RISK MITIGATION THROUGH OPERATIONAL INTERVENTIONS

Addressing risk is imperative for long-term value creation.

Detrimental ESG Impacts

All organizations must raise the bar on protecting fragile natural resources, get more creative in all aspects of how the firm makes money, reinforce mission & brand positioning, and balance both internal and exogenous costs.

Risk Mitigation Mechanisms |

- Voice of the Customer (VOC)
- Business Reputation Surveys
- Ecological Impact Assessments
- Environmental, Social, and Governance (ESG) Analysis
- Energy Conservation Teams
- Research & Development Programs
- Lean Production, Packaging, and Transportation
- Employee Training

Risk Mitigation Mechanisms |

- Voice of the Customer (VOC)
- Agile Business Development
- Digital Marketing & Analytics
- Research & Development Programs
- Continuous Improvement and Entrepreneurship Programs
- New Markets Analysis Team
- Brand and Content Control Center

Progressive firms need scalable, data-driven, coordinated teams to keep up with industry trends, competitor moves, and changing macroeconomic environments.

Competitor Strides

Personnel Loss and Knowledge Drain

Given the tight U.S. labor market and the well-documented expense of high employee turnover, firms must take great care of their current team. A collective organizational consciousness via knowledge management systems can help.

Risk Mitigation Mechanisms |

- Productivity Enhancements
- Knowledge Management Systems (KMS)
- Special Projects and Continuous Improvement
- Entrepreneurship Programs
- Talent Management Programs
- Comp & Benefits Benchmarking
- Work Flow Restructuring
- Employee Training

Risk Mitigation Mechanisms |

- Productivity Enhancements
- Internal Communication Capabilities
- Employee Surveys & Training
- Continuous Improvement Programs
- Entrepreneurship Programs
- Talent Management Programs
- Comp & Benefits Benchmarking
- Work Flow Restructuring

With teams being asked to do more with less resources, some key employees may be present - but going through the motions. And, if they're not happy, then, they're not going to be motivated to take heightened care of customers, develop new revenue sources, and energize the rest of the team.

Employee Malaise

Obsolete and Disintegrated Technology

Needs can outstrip your organization's technology set-up in a blink. Keeping up with new applications, software services, and hardware is a relentless job. M&A can wreak havoc on systems integrations, too.

Risk Mitigation Mechanisms |

- User Requirements Surveys
- Tech Productivity Enhancements & Training
- Data Cleansing and Hierarchy Restructuring
- Tech Stack Assessment
- Tech Ecosystem Relationship Management
- Artificial Intelligence (AI) Applications
- Work Flow Restructuring
- Procurement Excellence
- Project Management Office (PMO)

Risk Mitigation Mechanisms |

- Maintenance and Asset Management
- Project Management Office (PMO)
- Continuous Improvement Teams
- New Markets Analysis Team
- Shared Services / Legal Center / Contract Compliance

While regulations are heavier in some industries than others, every firm has an onus upon them to meet fiduciary responsibilities while complying with federal, state, and local laws.

Legal and Regulatory Concerns

TURNING ORGANIZATIONAL ENERGY INTO RESULTS THAT MATTER

