

## Performance Accelerator

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3conseils helps companies to increase their operational performance:

- Decision making optimization: client risk, credit lines
- Income increase: commercial margin, pricing
- Cost cutting: out sourcing, purchasing
- Processes time efficiency: invoices, order logging
- Project management: change, new launch, follow up

3conseils applies its “Lean – Six Sigma” knowledge (DMAIC Methodology), with its aim being to meet **client requirements** through a controlled and sustainable upgrade.

### *Six Sigma in six words*

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Six Sigma (6σ) is a process performance test allowing only 3 defects for every million events: i.e. for every million invoices there would be only a maximum of 3 defects.

Six Sigma can therefore decrease the number of **DEFECTS** and its **VARIATION** in every type of process. This is an **OPTIMIZATION** methodology using **STATISTICS** to secure decision making. Always looking for operational excellence, Six Sigma is a **CULTURE** focused on completely satisfying **CUSTOMER** expectations.

## Dual Expertise

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### ▪ Lean-Six Sigma Methodology

#### ▪ Training

- Six Sigma consciousness-raising for Board Members, Management and Operations
- Training / Coaching of 6S Project Mgrs ('Green Belt' and 'Black Belt')

#### ▪ Project Management

- Creation / Setup of a Six Sigma initiative
- Identification and follow up of Six Sigma projects

### ▪ Business Analysis

#### ▪ Reporting

- Actual, flash, forecast, B/S and P&L
- Budget and Budget Review
- Accounting Analysis

#### ▪ Operational

- Sales Pricing set up
- Profitability Analysis of Business Units and Products
- Sales Forecasts
- Business Plan Development

## Achievements

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On top of mastering the methodology, the true aim is to deliver concrete results.

### Training / Coaching Lean - Six Sigma

Training of 30 Green Belts. Coaching of 15 Green Belts to optimize projects regarding recovery process, decision making, invoices management or out sourcing cost efficiency.

*Results => EUR400K over 2 years*

### Income Increase

Aim: Increasing the commercial margin through increasing sales price (“Transactional Pricing”) plus identification of commercial habits and managing change through close partnership with commercial managers.

*Results => 2 points increase on the commercial margin*

### Commercial Activity Organization

“Salesforce.com” launching project management programme (from lead to order): Parameterisation, training and assisting to change the management of the sales force.

*Results => 200 Sales People Trained and to be ready for operations*

### Out sourcing cost efficiency

Analysing the process of subcontracting: identifying defects (not saving contractual clauses in contracts saved in data bases) and rectifying defects (stabilising/decreasing the number of orders).

*Results => EUR350K over a year*