Value Creation Identify. Plan.Realize

More than numbers on an Excel Sheet - realize your Value Creation by prioritizing, involving the key people and monitor execution
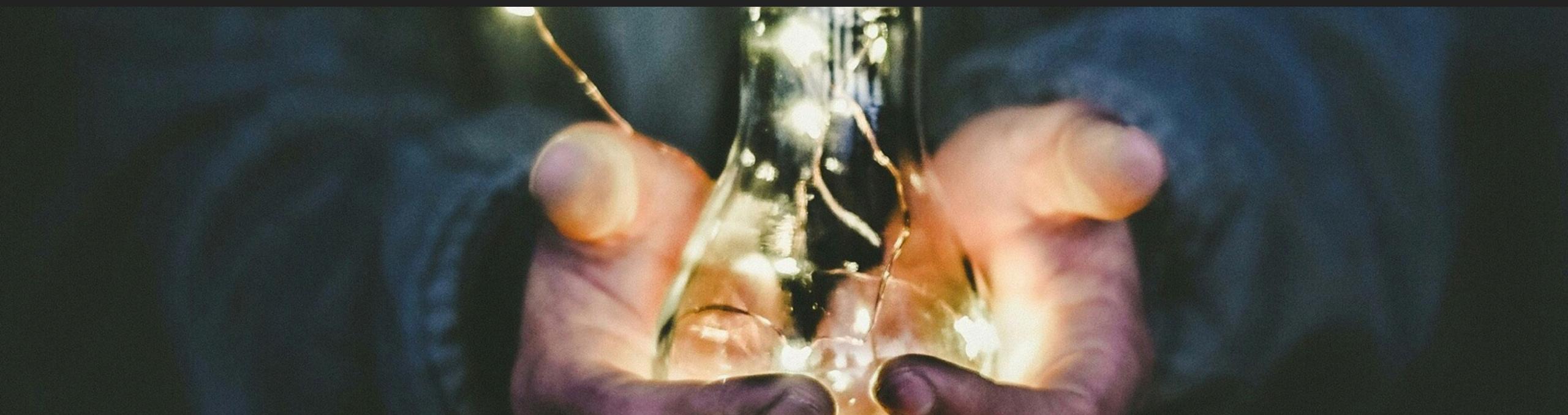
Identify. the Levers which drive growth and profitability

Engage key team memebers: don't miss important elements and create commitment for the VCP

● Operational Efficiency
Discover ways to enhance efficiency, minimize waste, and optimize resources.

● Customer Engagement
Leverage customer data to bolster experiences and foster brand loyalty.

● M&A activities
Identify acquisition opportunities to expand your market presence

● Product Innovation
Explore new product development or service enhancements to meet evolving market needs.

● Technological Advancements
Leverage emerging technologies to improve efficiency, productivity, and competitiveness.

● Talents
Attract, develop, and retain high-performing employees to drive organizational capabilities.

● Organizational Strcture
Optimization of your organizational structure, considering Tax, Accounting Complexity, Cash Management and your Target Operating Model

Make it a team excercise - involve all experts in the organization and document all potential projects with positive impact on Enterprise Value

Identify. the impact of VCP projects and prioritize them

Evaluation as base for prioritization of the projects - consider Enterprise Value effects as impact criteria
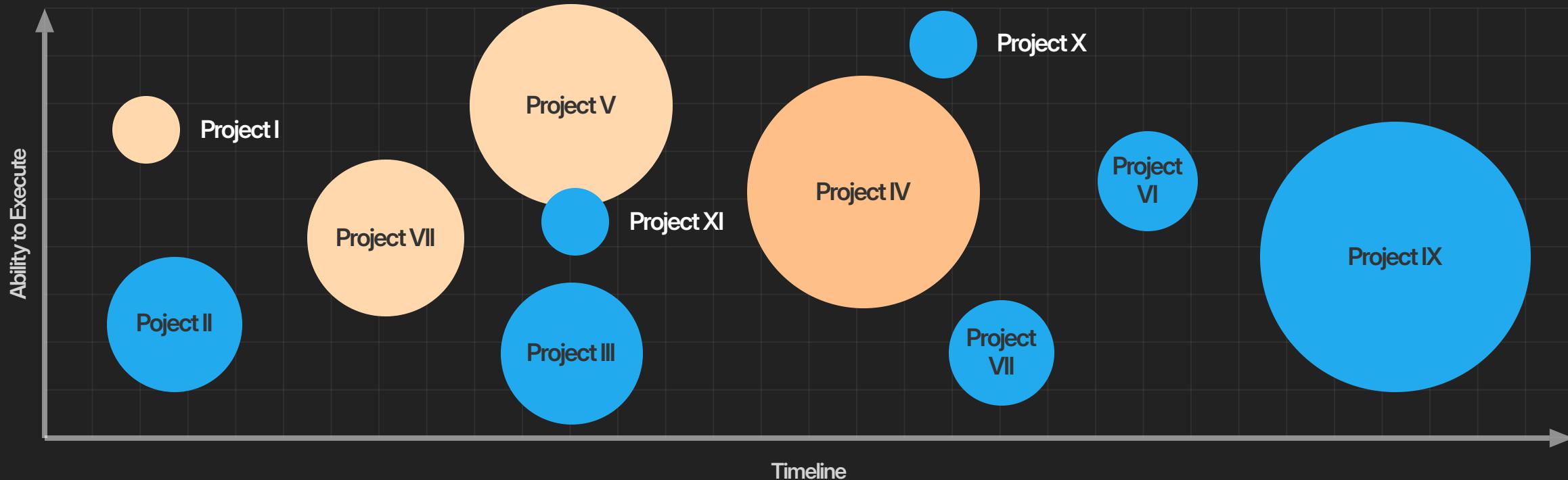
Focus on priority projects

You will miss your plan if you try to do everything instead of focusing on most important

Plan. The priority projects ambitious but realistic

Successfull execution needs professional planing and involvement of all relevant stakeholders

Programm Management

VCP projects often come with interfaces to day to day business and other projects of the organization. Make sure everyone is aware and all projects are know and coordinated well

Project Teams

Selecting the right people is key for the project success. Make sure they fit together as a team, they have enough time to drive the VCP projects and that they can manage change

Ressources

Without appropriate resources, projects are set up to fail. The budget needs to be appropriate - from a time and money perspective.

Project Plan

Planning is key to deliver on time and reaching the defined target. Plans should contain a detailed resource, time and tasks allocation. Try to summarize the targets to concrete milestones

Execute. The priority projects and monitore the progress tightly

Successful execution is the most difficult part during the VCP process - because of dictraction

Organizational Focus

Make sure the organization is fully aware about ongoing VCP projects. C-Suites need to sponsor the projects and communicate the priority 1 status to the organization

Support Project Teams

Be close to the project teams and give a plattform to present progress but also challenges and risk. Enable the teams to overcome the challenges, especially missing organizational support

Monitor

Monitor the progress vs planning to understand potential deviation. Act and adapt if project develpoment is not along planning

Celebrate success

Celebrate success continously. Make sure well running projects get their stage to present their achievements to the organization. This will help to ensure comittment from the orgnaization to the VCP program and motivate teams that execute well

We Create Value. Together.

The 3 phases of the Value Creation Process and my deliverables to ensure achieving the plan

● Identify.

- Host workshop(s) to identify relevant VCP projects
- Impact quantification with teams and project sponsors
- Prioritization and vizualization of prio I VCP projects
- Support in communication to stakeholders

● Plan.

- Setting up structure for a VCP program management
- Support in defining the best projects teams, including sponsor
- Selecting/providing right project management tools for a successfull planning
- Support in communication to stakeholders

● Execute.

- Communication and action plan to ensure the organizational focus
- Set up a meeting schedule for a "safe space" exchange
- Set up a monitor system to ensure transparency about project progress
- Buy champagne to celebrate successes;-)