

DECISION SUPPORT / BUSINESS CASE SERVICES

using business case 'technology' to solve problems and seize strategic opportunities

A Sippel Glidden *Decision Support / Business Case Services* engagement offers business owners and managers a cost-effective way to fix their specific operational problems and select/secure those new initiatives and investments that will actually add value and drive success. Simply put, we help our clients make the changes they need to make by developing the data required to make 'value-based' decisions that improve organizational performance. We do this by building a **custom business case** document/model/proposal around the unique context and content of the problem/opportunity at hand – one that has a level of detail and analysis appropriate given the costs and consequences involved.

For manufacturing operations we can organize/document/enable:

- ▶ Product development
- ▶ Quality readiness
- ▶ Workflow planning
- ▶ Labor cost/alignment
- ▶ Machine/Technology/Asset
- ▶ ERP selection/transition
- ▶ Project/Program management
- ▶ Asset/IP protection
- ▶ Procurement/Purchasing
- ▶ Inventory control
- ▶ Supplier quality specification
- ▶ Quote processing/tracking
- ▶ Pricing strategies/policy
- ▶ Revenue/Margin analysis
- ▶ Staffing/Training needs and resources

Our Decision Support Services approach is flexible and practical – it can be adjusted or scaled to whatever your timing/budget dictates. We bring to you an independent perspective as well as the relevant technical skill and operational experience to better organize/input your decision process and deliver results quickly.

How will you benefit by using our Decision Support Services?

- Avoid the distraction and cost of diverting staff to additional/unfamiliar assignments
 - Gain skill/experience of practiced specialists independent of employee/vendor bias
 - Secure high-value deliverables such as business/process models and key documents
 - Get results that are communication-ready for stakeholder approval/education
 - Access fast, timely, affordable results, professional advice, and transitional support



Contact Sippel Glidden for a free, no-obligation consultation with one of our Decision Support specialists, or to request more information. Sippel Glidden is a business advisory services practice, providing Governance and Leadership, Strategy/Planning, Finance, Marketing and Sales, Operations/IT, and Human Resources support.

Compelling clarity and justification
for critical **decisions** about
key business/process changes!