

## The Blue Point Strategies Process

Improving organizational performance involves more than just throwing up solutions that have worked in the past at other organizations. It involves understanding not just the business, but also its processes and markets, its customers and technologies, and the perceived constraints on the system.

At Blue Point Strategies, we don't just use the same old tired business models for problem solving. We blend the best methodologies from the worlds of financial management, operations management, quality improvement and design to bring you solutions that work. There's no pie-in-the-sky management doublespeak here. Our experience is based in the real world, by people who have been in your shoes. We've made payroll, dealt with bankers and manufacturing snags that affect customers. We bring solid methodologies to analyze real problems. We provide clear direction for uncertain times.

### Our Method





## **Investigation**

The investigation step involves understanding the client needs and the perceived constraints on the system. We observe the client's employees in their environment and discuss the systems and challenges of working within the system to accomplish organization goals. Ownership and management discuss organization goals and priorities.

## **Data**

To achieve meaningful improvement to a process, we need data. We will work with management and employees to collect appropriate information about the process and the outputs from that process.

## **Analyze**

The collected data will be analyzed and typically speaks to the direction of the improvement effort. With our experience, we'll help sharpen the focus to identify the root causes and find clarity in the confusion.

## **Plan**

We will make a plan for improvement and discuss with company management. After discussion and approval of an improvement plan, we will brief the appropriate employees, customers and other interested parties as appropriate.

## **Implement**

The plan is then implemented along with controls and measurement tools that allow the company management and employees to tweak the system for self-improvement in the future. No idea is so good that it can't be improved.