

# RAPID™ - Business Management System

RAPID™ is an extremely cost-effective and powerful approach for swiftly unleashing the true potential of a business.

It enables management to cut through the fog, 'noise' and complexity of everyday business - and deliver fast, quantifiable improvements.

The system is generic and covers organisations of any size (from two employees through to multi-nationals) in either the public or private sector.

It encapsulates best practice drawn from leading businesses (both small and large) - all integrated into one simple, easy to implement system.

## Key Features

### A Business Blueprint (Business Model)

- Precise details of what is really needed to create and sustain a world-class organisation - irrespective of size. Covers start-ups, mergers and acquisitions, etc.

### A Powerful Approach

- The means for delivering a step-change in business performance that can be swiftly implemented by the senior management team.

### An Holistic System

- An approach where the hearts and minds, passion, flair and enthusiasm of individuals is combined with 'process working' - to generate results far greater than the sum of the parts.

### Crystal Clear Vision

- A method for identifying and prioritising the 'Vital Few' actions and eliminating the 'trivial many' - thus ensuring best use of time.

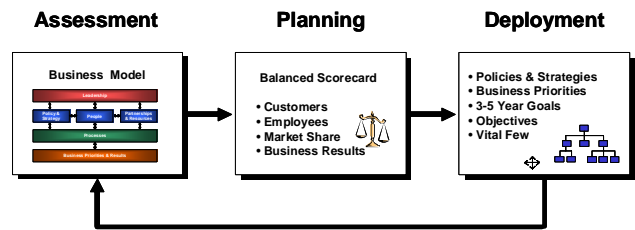
### Business Improvement Tools

- A comprehensive range of recognised business improvement tools and techniques plus a range of RAPID™ business processes, templates and shortcuts.

### End Results Driven

- An approach that is focussed 100% on delivery of tangible 'end results' - capable of generating positive and marked impact in less than 1 week.

## Schematic of the fully integrated RAPID™ Business Management System



Where are we now?    Where do we want to be?    How will we get there?

## Assessment, Planning and Deployment

These three core key business processes are fully inter-linked, thus enabling an organisation to systematically and relentlessly implement change throughout the business for optimum effect.

## Benefits

RAPID™ is designed to create both step change and continuous improvement. It has been used by well over one hundred companies since 2000 and provides a database of best-practice contacts.

### With RAPID™ you get:

- A proven approach to business improvement that can be used time and again.
- Simultaneous improvement in Customer Satisfaction, Employee Motivation, Market Share and Business Results.
- A system that is deployed 'top down' enabling management to control the pace of change.
- The means to convert an organisation's Vision and Mission into Reality.
- A continuous improvement culture.
- Identified critical success factors and supporting key business processes.
- Cost reduction and productivity gains.
- A benchmarked management system built around a balanced business scorecard.
- Improvements at both ends of the supply chain; suppliers and customers.
- Exposure to best-in-class practices.
- Elimination of ad-hoc and piecemeal initiatives.
- Clarity and direction for the entire workforce.
- Skills transfer (or 'hands on' help) for the 'Vital Few' actions that will make a positive, real difference to your business.

***If you would like details of RAPID™ business improvement then please contact Malcolm Holden***

## Client feedback - The impact of a RAPID™ 'half-day business review'

- *"Miles ahead of business assessments that just look at numbers. We now have a business model for the future, a balanced business scorecard, vital few actions and a comprehensive list of our strengths and areas for improvement. A massive leap forward for a small organisation in just half-a-day."*  
Managing Director, Graphic Design Company. 3 employees
  - *"The process was very useful and has given us some fertilizer, which we will use to grow the business. We now have a very clear and documented view of what needs to be done."*  
Managing Director, Designers and Manufacturers of Torque Measuring Systems. 7 employees
  - *"Invaluable half-day session and very useful feedback report."*  
Joint Managing Director, Manufacturers of Gears and Sprockets. 11 employees
  - *"It gives you an opportunity to just sit back, formally review yourself and get a concise picture of what you are doing and not doing. I am very pleased with what we have got out of it."*  
Country Manager, Manufacturers of Aerospace Coatings. 17 employees
  - *"I particularly valued the structured and systematic approach which we, as managers, applied to the examination of our business because it prevented us from jumping too quickly into solving clearly identifiable problems before we had examined the business in its entirety."*  
Operations Manager, Charitable Association for the Blind. 20 employees
  - *"My god - did we act on it. We went through the business like a dose of salts. It really was amazing to see the business through another set of eyes. It picked up things that were glaringly obvious that we had missed. An absolutely excellent and thought provoking approach. We were dead chuffed with what we got out of it."*  
Managing Director, Flexible Plastic Ducting Manufacturers. 25 employees
  - *"It told us things that we already knew but the approach brought them to the fore and really made us sit up and think. It needed an outside influence to kick us into gear."*  
Deputy Managing Director, Precision Fabrication and Machining Company. 60 employees
  - *"Far more intense and challenging than World-Class Manufacturing."*  
Chairman, Designers and Manufacturers of Production Engineering Solutions. 70 employees
  - *"A breath of fresh air. Major customers are looking for their suppliers to have this sort of approach in place. Those that don't adopt it will not be significant players in the future."*  
General Manager, Precision Machining and Fabrication Company. 100 employees
  - *"It was a total benefit. We are being customer driven at the moment and a lot of what we are being pressed into doing is what we were talking about. This brings it all into line."*  
Joint Managing Director, Precision Machining and Tool-making Company. 125 employees
  - *"The exercise opened our eyes as to what we could achieve as an organisation once all our resources were focused and pointed in the right direction."*  
Managing Director, Structural Steel Specialists. 130 employees
  - *"It was a total wake-up call for the management team."*  
General Manager, Precision Fabricators of Gas Turbine Components. 150 employees
  - *"We have been through a number of TQM programmes, six sigma and other approaches to business improvement. This one has been by far the most challenging."*  
Managing Director, Manufacturers of High Quality Rubber Products to the Automotive Industry. 150 employees
  - *"Having a headline question for the key items and then delving into sub-questions certainly made us think. The process is very cleverly designed to make senior management think about how to improve their business."*  
Manufacturing Director, Electronics Assembly Company. 200 employees
  - *"I was delighted at the amount of ground we covered in just 2 half-day sessions. I have had experience of these things taking weeks before anything tangible exists and most of that time is spent debating politics within the organisation. A highly effective and well-developed toolkit for delivering the goods and keeping people focused on the issues. Probably the most effective 2 half-day sessions I have ever attended."*  
Managing Director, Electronic Manufacturing Service Company. 200 employees
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