

Business-as-Usual

Reaching steady-state or business-as-usual, is not always a good thing. The market is constantly changing, which means that conducting business-as-usual is essentially a downward spiral toward dysfunction. When you think you have reached a point of stasis, and are unsure how to reinvent your Company, consider evaluating your preferred Vendor list, optimizing your Supply Chain, Integrating desperate entities, revamping your Program Management or Vendor Management offices, Transitioning services to alternate an Provider or back in-house, or Reengineering your broken business processes.

Vendor Selection

The standard RFP process is well-tested and proven, but it takes too much time and energy to complete the typical process. With today's electronic forums and open access to reusable templates, the vendor selection process has been fully automated to the point where you can produce world-class RFPs, solicit vendor responses, conduct due diligence, and select the preferred vendor in a fraction of the usual time.

What is worth to you, if you could complete the vendor selection process in 9-weeks as opposed to 9-months?

Supply-Chain

The Supply Chain is the life-blood of your organization, with its many intricacies and idiosyncrasies. But the market is evolving, with new vendors, best-practices, tools, and new trends constantly emerging. You need to maintain your focus on running your business, which leaves very little time for you to monitor the market for ways to improve your Supply Chain, let alone actually innovate the way you acquire and move raw materials through your business.

When was the last time you assessed the use of technology as a method for improving your Supply-Chain?

Business Process Reengineering

Business Process Reengineering (BPR) is experiencing resurgence, as you come to realize that certain processes are still antiquated. It is difficult to know where a process is broken, especially when you are embedded in the process on a daily basis. Many organizations have evolved to simply accept their short-comings, and continue to provide band aids for poorly integrated systems. Through the use of proven BPR techniques, a broken business process can be isolated and remedied relatively quickly.

When was the last time you applied a strategic fix to a broken business process?

Program Management

The value of Project Management, as a discipline, has finally become well-understood and appreciated. When working in a complex environment, with multiple initiatives running in parallel, there is a clear need for a well-defined governance function. By implementing a formal Program Management function, executive leadership can gain insight into the dependencies between corporate initiatives, as well as an appreciation for the organizations ability to make meaningful progress toward the established goals.

Are you comfortable that you understand the progress of all your key initiatives?

Vendor Management

As the list of approved Vendors continues to grow, and corporate spending is spread over a wider base of Providers, you must continue to monitor and provide meaningful feedback on Vendor performance. The strategic Vendors have become a critical part of your supply-chain, without which the company would be severely hindered. The tactical Vendors also serve a meaningful purpose, but in a different way.

When was the last time you performed a strategic spend analysis?

Transition Management

Transitioning from one operating model to another is one of the most over-looked activities. It is always assumed that the Transition will just happen, through an act of brute force. The Transition of service delivery, when managed correctly, provides the best opportunity to formally transform the way you do business.

Are you formally managing the transition of your business, or is it managing you?

Contact Information

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About Sylvan Advisory

Formed in 2007, with its founding Partners coming from Big-5 consultancies, Sylvan Advisory represents a unique mix of buy-side and sell-side experiences, that is supported by deep industry, financial, and technical knowledge. With its headquarters in New York City, and satellite offices in Los Angeles, Atlanta, London, Amsterdam, and Singapore, coupled with a history of having conducted business in 43 countries, Sylvan is well-positioned as the premier global provider of value-creation services.