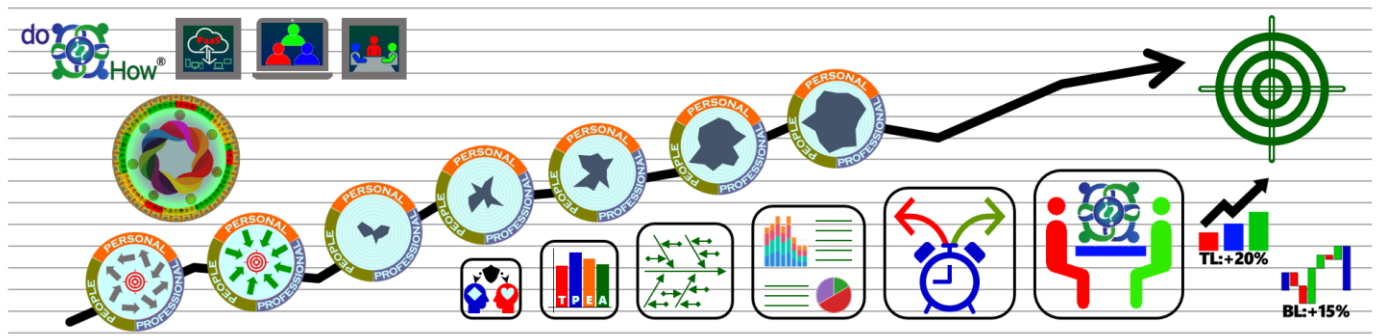


# Back to Basics for Execution Excellence








Assessing | Consulting | Training | Facilitating | Coaching | Mentoring



## Our Value Proposition, delivered since 2013, as the teams became more competent:

- Sustainable 1.5x YoY Growth in Revenue and Profitability for Manufacturing Enterprises
- Annual Target Deployment Workshops for Multinational Companies
- 100% Retail Sales Target Fulfilment from 85% for a Large FMCG Enterprise
- Inventory Reduction and Product Cost Reduction for Manufacturing MNC
- Improvement in Quality and Productivity for Manufacturing Enterprises
- On-time/On-Spec/On-Budget Projects for Engineering Multinational Company
- Industrial Engineering and Ramp-up of Production to achieve 100% (3,600 Sec/Cycle Time) hourly target output, with 85% capacity utilization
- Reporting automation through Mobile Devices (Offline/Online) for transparency and control
- Expert panel member for regular operational performance reviews in Medium Enterprises
- Leadership Mentoring for Top Management Succession
- Business and Operational Excellence Assessments (EFQM Model)

## Our methods, mostly On-the-job, developed by us after extensive research and experimentation:

	Description	Key Success Factors
1	Business Chakras 	<ul style="list-style-type: none"> <li>● Validation of the assumptions</li> <li>● Common understanding of reality</li> </ul>
2	Maturity Assessment 	<ul style="list-style-type: none"> <li>● Validation with Evidence</li> <li>● Common understanding of next steps</li> </ul>
3	Problem Solving 	<ul style="list-style-type: none"> <li>● Immerse in the reality and observe</li> <li>● Validate the cause by recreating problem</li> </ul>
4	Remote Monitoring 	<ul style="list-style-type: none"> <li>● Choice of the metric and the clockspeed</li> <li>● Automate escalations for deviations</li> </ul>
5	Effective Steering 	<ul style="list-style-type: none"> <li>● Standard agenda with focus on learning</li> <li>● Meeting efficiency/effectiveness reporting</li> </ul>
6	Focused Creativity 	<ul style="list-style-type: none"> <li>● Top floor to shop floor, in one session</li> <li>● Meeting efficiency/effectiveness reporting</li> </ul>
7	Consultancoaching 	<ul style="list-style-type: none"> <li>● One role topic per subordinate per week</li> <li>● Sentiment analysis for agreed upon actions</li> </ul>

## Our background, knowhow and solutions:

Please visit [samuthana.com](http://samuthana.com) and [dinakarmurthy.com](http://dinakarmurthy.com) to get to know us in detail.

[marketing@samuthana.com](mailto:marketing@samuthana.com) | +91 70227 16873