

the Pitts Group

Is Your Company's Growth
Sacrificing Efficiency?



What We Will Cover

1. Growth impacting company efficiency
2. How to empower employees to become your key efficiency problem solvers
3. Create an ongoing system of interdepartmental collaboration

Growth Impacts Company Efficiency

Fast paced growth can quickly overwhelm systems, processes and employee capacity to stay productive with key elements of their job

Cost of Inefficiency

Financial metrics to measure efficiency frequently involve

- Accounts Receivable
- Inventory
- Sales

Credit Industry Statistic

“67% of Past Due Invoices on Your Accounts Receivable Aging are Due to a Breakdown of Your Own Systems”

Source: Credit Research Foundation

Accounts Receivable Aging

ABC Petroleum Accounts Receivable Aging Recap						
Date	Total A/R	Current	1 - 9	10 - 29	30 - 59	60+
4/30/2019	\$7,578,137	\$6,544,897	\$142,638	\$636,299	\$239,983	\$14,319
	% Current:	86%	2%	8%	3%	0.2%

Common Pain Points

- Credit staff spending extraordinary amount of time on email sorting our problems



Common Pain Points

- Confusion ensues over who is supposed to do what.

Who is the “fixer”?



Common Pain Points

- Credit/Rebills are escalating, frustrating customers and creating margin loss



Common Pain Points

- Connected departments are not working together

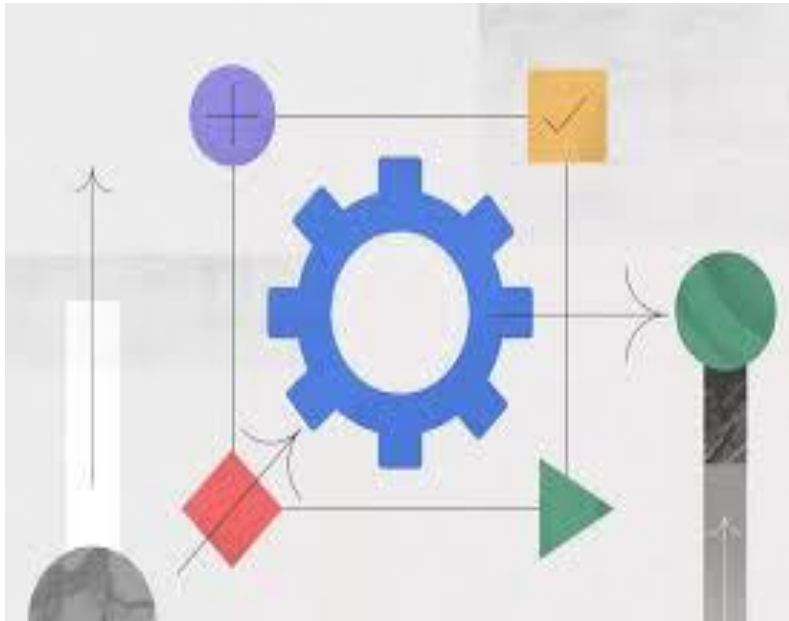


The Fix

Stop putting out fires and get to the
ROOT CAUSE

What caused the problem in the first place?

The Fix



Process

Employee



The Fix



Ann's Golden Rule

He Who Creates the Problem

Fixes the Problem

The Fix

Bring in the team members, face to face to work together on flowcharting systems



The Fix

The teams identify the problems, and create a detailed gameplan for solving the key problem areas

The Follow Up



The Push Back

We don't have time for this!

4 Basic Strategies to Boost Efficiency

1. Build an Effective Team With the Knowledge and Tools to Work with other Associated Departments on Interconnected Efficiencies

4 Basic Strategies to Boost Efficiency

2. Streamline Work Processes

3. Automate Admin and Repetitive Tasks

4. Leverage Technology and Train Relentlessly

Bonus Round!

How customers might be arranging 45 days of free operating capital courtesy of your company's cash flow

Bank Line Loan - OR -

**Free
Money!**



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