

# Business improvement

Improving business performance through effective use of contracts

**In today's dynamic and competitive business environment, companies need to continually transform themselves in order to succeed, requiring strategic agility as well as superior execution of the chosen strategy.**

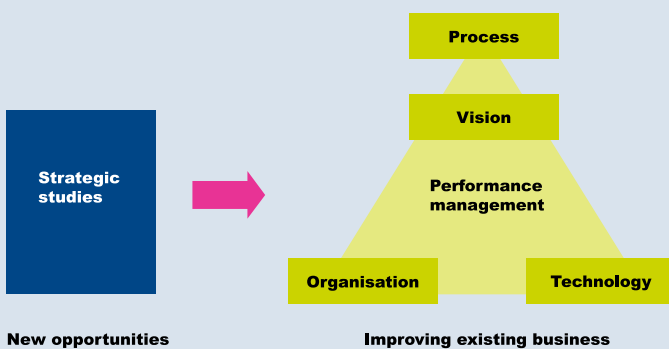
Mott MacDonald's business improvement service is focussed on helping our clients maximise the efficiency and bottom line performance of their business both in the short and longer term.

## Scope of the service

Illustrated below is the scope of service, depicting two separate strands:

- Strategic studies, which look into the viability of potential new ventures/ defined improvement opportunities, or focus on strategic solutions to issues within a defined market
- Improving the existing business infrastructure

Together they help provide a blueprint for driving the business or industry forward both in the short and long term, thereby protecting the ongoing well being of the client's business.



New opportunities

Improving existing business

## Our approach

To evaluate the merits of a new venture or improvement initiative we will:

- Ensure we understand the nature and scope of the proposition, from researching and analysing to identifying what would be involved in implementation
- Put together a business case, establishing the financial viability of proceeding with the proposition, together with a roadmap for implementation
- Produce a strategic study report for review with the client

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## Business improvement services

- Strategic studies identifying the viability and desirability of new ventures
- Ensuring a business' operational execution is aligned with vision and strategy
- Facilitating a pro-active and agile organisation, enabling speed to decision and market
- Facilitating the seamless and timely execution and flow of processes and information across the business
- Providing timely, insightful and actionable information to enable fast and appropriate decision making



**We assist clients in the task of improving their business and in so doing, provide a firm foundation for maximising efficiency and bottom line.**

  
**Mott MacDonald**



**We focus on helping clients maximise, through their contracts, the efficiency and bottom line performance of their business to ensure their projects are implemented to an agreed cost and scope.**

**Contact us**

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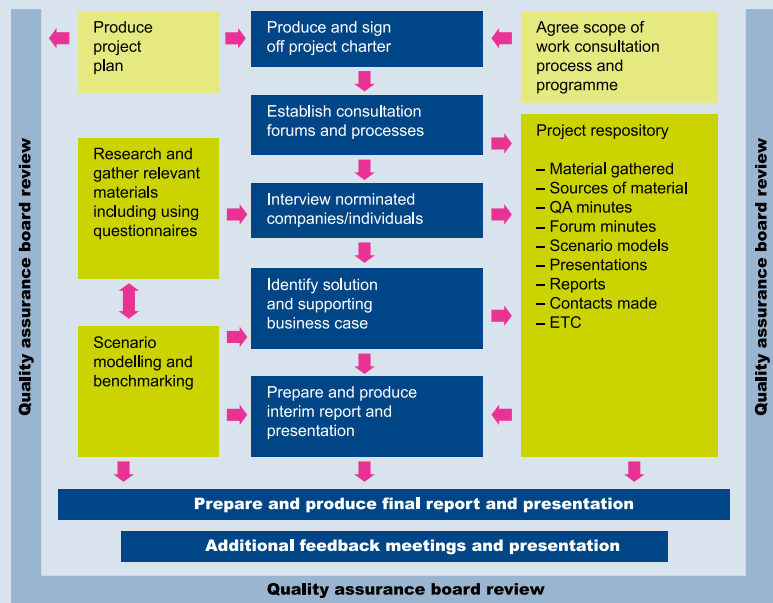
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Our approach to undertaking a strategic study in relation to an issue or topic within a defined market, ensuring a robust and innovative outcome, is depicted in the diagram below.



**Improving the existing business**

The first step is to undertake one or more audits depending on the scope of the assignment, covering different aspects of the business:

- Organisation audit, encompasses organisation, people and processes
- Application portfolio audit, reviews the use of IT within the business
- Performance management audit, reviews the internal reporting within the business, in the light of the corporate vision and strategy

The deliverable from the audit/s is a detailed report, which includes:

- Recommendations aimed at improving the existing business, maximising efficiency and bottom line performance
- Examination of the challenges, benefits and risks of each option
- A business case in support of the recommendations, including assumptions, constraints, and a risk adjusted cost – benefit analysis
- A road map for implementing the recommendations

With the deliverables for the audit/s approved we move on to the development and implementation stages of the assignment in line with the roadmap.

We include programme and change management within these stages ensuring the project is delivered on time, within budget, and achieves the benefits identified in the business case, with minimal disruption to the business. Full knowledge transfer is undertaken as part of the assignment.

