

Case Study Competitiveness

Control organization increases competitiveness

A control organization improves competitiveness and speeds up processes while keeping costs constant.

A company operates in a highly competitive market in which market pressure continues to increase. This leads to the following challenges, among others:

- Costs must be reduced
- Deliveries must be made more quickly
- Sales prices come under pressure
- Quality must increase while prices fall
- Products and services must become more innovative.

In order to master these challenges and become more competitive, the company wants to increase both the quality and speed of internal decisions at all levels. With an increasing number of influencing factors, decisions need to be made more quickly.

Starting points were to be identified and implemented in a project.

An analysis of the organization revealed that the control organization was far too weak. As a result, decisions were not made and decisions that were made were not implemented (quickly enough). The competence of the specialist departments could not be effective, everything was waiting for central decisions "from above".

In this project, the management organization was completely revised and restructured. This led to a decentralization of decisions and responsibilities while at the same time speeding up decisions and, in particular, their implementation.

With a one-off investment of €300,000, the company's competitiveness was sustainably and permanently improved. The company became significantly faster and more profitable, gained considerable market share and improved its market position by several positions.
