



"We provide you with effective operational performance adjustments that deliver."



We provide the tools necessary to ensure performance possession is an instrumental part of the operational performance of a business. As an operations driven service, it is paramount that you are fully aware of the responsibilities to lead the direction and synchronisation of your business. We support you in identifying key responsibilities in growth, profitability and performance. Expense control, staff management, goods production and department supervision are all fundamentally integrated. We support individual's in establishing an organised breakdown, have a keen attention to detail and develop the flexibility to work with different aspects of a business to connect performance.

OPERATIONAL SUPPORT



Valeré Partners offer internal or external operational support services to a company. It sets, maintains and ensures standards for project management and operational outputs throughout an organisation.

- **We Collaborate** with executive-level management
- **We Amplify** efficiency and productivity
- **We Set** revised end-to-end strategic goals
- **We Work** with project leads in the development of financial and budgetary plans
- **We Offer** strategic operational processes and performance analysis, advocating a solution for improvement in each case.

OPERATIONAL TURNAROUND

Operational Turnaround is about achieving more for less. It concentrates on fixing the underlying business issues that got you into distress in the first place, and this in turn increases profit.

The 6 Key elements for an Operational Turnaround are:

1. Experience
2. Remaining Lean
3. Teamwork
4. Common Sense
5. Objective View
6. Additional Resource



EXPERIENCE



Things get tough in Turnarounds, and achieving what can sometimes appear like the impossible can only be done when you've got some extra fire power through the benefit of an Independent resource who's been there before. We offer -

- Extensive experience in operations management.
- Significant experience of the Power and Utilities industry.
- Significant managerial experience.
- Thorough knowledge of governance & processes.
- Excellent organisational skills.
- Excellent time management skills.
- Excellent decision making skills.

REMAINING LEAN

Getting more for less is the basic principle of Lean that is incorporated within its waste reduction techniques. Waste in any business translates directly into losses on the bottom line and so must be minimised. An Operational Turnaround therefore often utilises the basic principles of Lean.

- Focus on the customer.Identify and understand how the work gets done (the value stream).
- Manage, improve and smooth the process flow.Remove Non-Value-Added steps and waste.
- Manage by fact and seek to reduce variation or .
- Involve and equip the people in the process.Undertake improvement activity in a systematic way.



TEAMWORK



We are able to table a collective of senior leaders and operatives who have a history of influencing key projects that have led to competitive advantage and successful outcome. The team of experts at Valeré is preserved with one key objective in mind:

'Providing the best possible service provision for our clients'.

Everybody must be on the same page and pulling in the same direction is essential. Historic analysis into this usually uncovers where this isn't happening, thus identifying a root cause of a problem.

COMMON SENSE

We Keep things simple and focus on the basics. If you keep it simple, then it's easier to get everyone to understand it. Remember communication is key and getting employees, bank and creditors to buy into the overall Turnaround plan involves keeping things concise and simple. Valeré look to take a common sense approach and make it common practice within a business culture.



OBJECTIVE VIEW



Sometimes the solution to a problem is in front of you, but Directors and Managers often can't see it as they are too focussed on day-to-day issues. An Independent pair of eyes, or two, brings that objective view and affords the opportunity to ask the tough questions and revisit existing practices. Leave no stone unturned in your pursuit of the issues.

ADDITIONAL RESOURCES

External pressure on cash from banks, lenders, investors or creditors often means that time isn't onside. Make sure that you act quickly and save time by getting help from a reputable Turnaround Practitioner who's been there before. In conjunction with the Operational Turnaround, a reputable Turnaround Practitioner will direct the Turnaround and formulate any integrated Operational solutions. The process will get you moving in the right direction at least 5x times faster than if you were doing it yourself.



RATIONALE



Our Operational Turnaround service is about improving productivity, making systems and processes work better, getting more out of your team, managing projects better and structuring your management team so that you get more out of your people. Essentially it makes people work better together. It's not complex, but achieving real tangible results is harder than just re-engineering the financial structure. 'Turnaround' happens against a background of cash flow problems, creditor pressure, and limits from banking facility so ensure there is complete buy-in to afford a swift resolution.

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