

## Gain Business Benefits through Effective Process Integration

**Improve organisational performance by communicating the expected ROI (Return on Investment) and managing business integration through well defined objectives.**

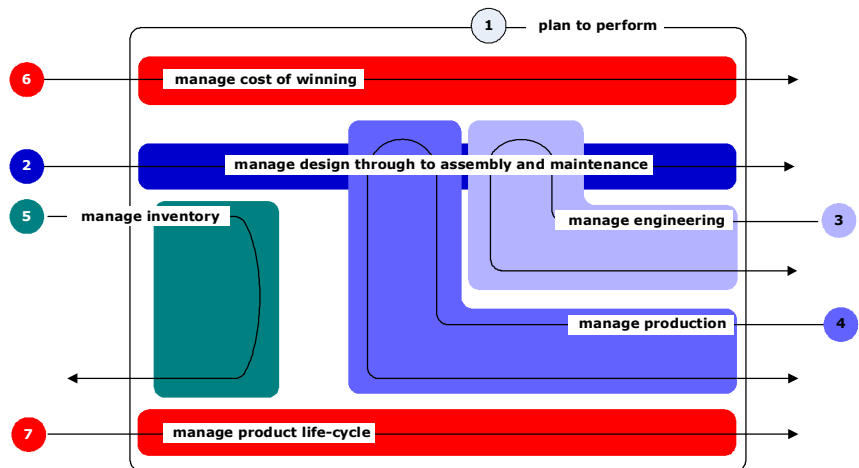
The deployment of integrated business solutions can result in significant organisational changes aimed at improving efficiency in areas such as Design, Development, Build and Sales of racing and high performance vehicles and components. When implemented through quantified objectives, implementation success can be assured, gaining competitive advantage over competitors.



Utilising recognised performance management methods to define and evaluate objectives, targets and initiatives, ProximeVA and Astauto develop metrics to ensure the benefits which

process integration can bring to organisations are achieved. Setting clear ROI objectives focuses the deployment of restricted resources to the areas where needed most and with the highest operational impact.

Through gathering tangible and intangible data from top and middle management on how the organisation is currently operating and by assessing future expectations, a gap analysis is compiled indicating changes required. By applying recognised financial assessment tools and methods the expected benefits to be generated by integrating processes are quantified into measures such as Total Cost of Ownership (TCO), Return on Investment (ROI), Internal Rate of Return (IRR), Net Present Value (NPV) and Payback Period.



The objectives are to identify the impact integrated solutions will have on each and every department in the organisation, and to measure the influence on the value chain. Once understood, economic values can be defined enabling organisational priority setting and ensuring that responsibilities are clearly set and accepted.

By developing a solid business case, linking strategic objectives with targets and metrics, the implementation of integrated business solutions will receive the required executive sponsorship and operational acceptance to succeed.

**Contact us to learn more about the way we work, and how we could assist you getting definable business benefits from integrating business processes.**