Beyond COVID - The Road to New Normal

MAY- JUNE 2020
INTRODUCTION

- Virus has sent almost the whole world under lock down and has affected billions of lives and businesses!
- Given the nature of COVID-19 pandemic, everything is bound to change.
- Organizations have to adapt to a NEW NORMAL.
- Organizations will overcome these tough times since - every problem is an opportunity.

POST PANDEMIC WORRIES IN THE WORLD OF BUSINESS

Post pandemic there will be too many concerns:

- How to optimize and match production flow?
- How to reduce lead times?
- How to reduce batch size?
- How to improve manpower productivity?
- How to plan for open capacity?
TIME FOR “NEW NORMAL”

This is a critical time for businesses and manufacturers as they evaluate how to restore business processes and operations to a profitable level, all while considering the economic instability.

BACKGROUND

To ensure that you make the RIGHT DECISION with the RIGHT DATA and INFORMATION, Team Faber Infinite has collected perspectives from various organizations across geographies and sectors on key topics related to the impact of Covid -19 on business.

This global survey was conducted to ensure relevant and timely information specific to current scenario. In response to the unprecedented global coronavirus (COVID-19) pandemic, Team Faber Infinite surveyed businessman & professionals from global corporations to understand how this global crisis is impacting their business now and over a period and what they perceive to be their biggest business challenges over the next few months.
PARTICIPANTS PROFILE

GENDER

Female 14%
Male 86%

SECTOR

Automobile 20%
Manufacturing 15%
Consulting 10%
Engineering 7%
Agriculture 7%
Others 41%
Participants could select multiple options*
Supply Chain Challenges

Cost Related Challenges

Liquidity Challenges

Availability of Skilled Manpower

Tough Statutory Regulations

51%

47%

48%

36%

24%

CONCERNS AT THE MOMENT

Participants could select multiple options*

Factors helping cope up COVID Crisis

Cash Flow Optimizations

Training for Skill Enhancement

Overall Operation Cost Reduction

Complete Operational Excellence

Sales Improvement

42%

42%

47%

53%

54%

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STRUCTURED IMPROVEMENT PROGRAMS TO ADDRESS THE CHALLENGES

- Not Needed: 1%
- Partially: 44%
- Yes: 37%
- No: 17%

Participants could select multiple options*

PRINCIPAL MEASURES

- Sales Growth: 33%
- Manpower Cost Reduction: 34%
- Reducing Inventory Levels: 39%
- Quality Improvement: 62%

MAY-JUNE 2020
As per the survey, the Pandemic has led to an increase in cost, a decrease in production, safety issues, productivity issues, sales and quality issues and many more. What could be the solution?

Back to the Fundamentals through Operational Excellence & Lean Manufacturing is the solution.
TURNING MASSIVE CHALLENGES INTO MEANINGFUL CHANGE

“Are you prepared and better equipped to successfully compete in the New Normal?”
PARTICIPANTS CONSIDERED SALE AS MAJOR CONCERN POST COVID-19

Team Faber Infinite can help organizations to increase the sales in the shrinking economy post Covid-19:

- Deploy Faber infinite’s Sales Growth Framework to sustain and improve your sales in these tough times.
- Unlock your organization’s sales potential for demand generation
- Real results delivered with your sales team in the real field within 4 weeks to 13 weeks.
34% PARTICIPANTS CONSIDER INVENTORY MANAGEMENT AS MAJOR CONCERN POST COVID-19

Tough times need tough solutions. Inventory management seems to be a major concern post covid. Team Faber Infinite has devised a robust module for supply chain and inventory management. Have you planned for now and the future? We focus on end to end flow, speed, and lead time reduction by eliminating all non-value adding activities.
MANPOWER PRODUCTIVITY WILL BE CRUCIAL POST COVID-19 AS PER 39% PARTICIPANTS

Corona virus has created a shortage of manpower thus affecting manpower productivity. Team Faber Infinite has been helping organizations across sectors and geographies improve manpower productivity. Some think reducing production hours will compromise throughput, but we at Faber Infinite we think differently.
33% PARTICIPANTS CONSIDER QUALITY WILL BE A REAL CONCERN POST COVID - 19

Regardless of the sector you are operating in, quality will always be top priority for all the organizations. Team Faber Infinite's robust DMAIC module will help organizations to improve quality. We believe - Be a yardstick of quality.
COVID – 19 HAS IMPACTED THE PRODUCTION AT LARGE!

Every Sector has suffered a great production loss because of coronavirus. Team Faber Infinite’s robust module can help organizations to increase the production.

“Increase Production that too without any additional CapEx.”
LOOKING AHEAD-WHY GO LEAN?

With the help of Operational Excellence and Lean Manufacturing, it is possible to narrow these top challenges simultaneously because all are equally important for business survival and it is difficult to prioritize.
OPERATIONAL EXCELLENCE- SOLUTION POST COVID-19

01 Cost Optimization
02 Inventory & Cashflow Management
03 Wastage Reduction
04 Manpower Productivity Improvement
05 Profitability Improvement
CONCLUSION

As organizations around the world adapt to conducting business post COVID-19, there is strong evidence to suggest that at least for the next 6 to 12 months, priorities of business will shift to address the more immediate and urgent needs like - cash flow, productivity, quality, safety, and cost optimization. Some of these issues will force organizations to move out of their comfort zones.

ABOUT FABER INFINITE

Faber Infinite Consulting is one of the finest global management consulting & capacity building (training) organizations in Business Excellence/Organizational Transformation domain.

The primary objective is to create value by assisting client organizations to become more effective, efficient & flexible. Faber Infinite is closely working with clientele across Asia Pacific, Africa & Middle East. Team Faber Infinite supports enterprises to discover ways to 'unlock hidden value in the businesses' by improving revenue & profit maximization. Team Faber Infinite brings in hands on implementation experience in designing innovative strategies & improving operations for organizational transformation projects across different sectors & geographies.
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