

AIT Group
Create the Future
www.theaitgroup.com

VALUE AND OPPORTUNITY IDENTIFICATION

Selecting the right project is one of the most critical success factors in business transformation. AIT Group's Value and Opportunity Identification methodologies surface the highest impact opportunities to drive maximum business performance improvements.

AIT GROUP VALUE AND OPPORTUNITY IDENTIFICATION CLIENT SERVICES

Value Chain Diagnostic

Assesses ability to meet competitive performance defined by the differentiation strategy. Gaps in key performance measures are quantified through benchmarking. Internal and external facing processes are evaluated for improvement opportunities.

Value Stream Diagnostic

Assesses performance of cross-functional, end-to-end business processes. Uses Lean Six Sigma tools to identify improvement opportunities. Delivers an integrated project portfolio grouping opportunities by associated work streams.

Work Group Diagnostic

Very quickly generates and prioritizes project opportunities within a specific function. Projects are directly aligned with functional and company strategic goals.

Problem Specific Diagnostic

Address a very specific client-recognized pain. Serves as "Proof of Concept" for Lean Six Sigma, identifies root causes for poor performance, and determines next steps.

Improvement Program Diagnostic

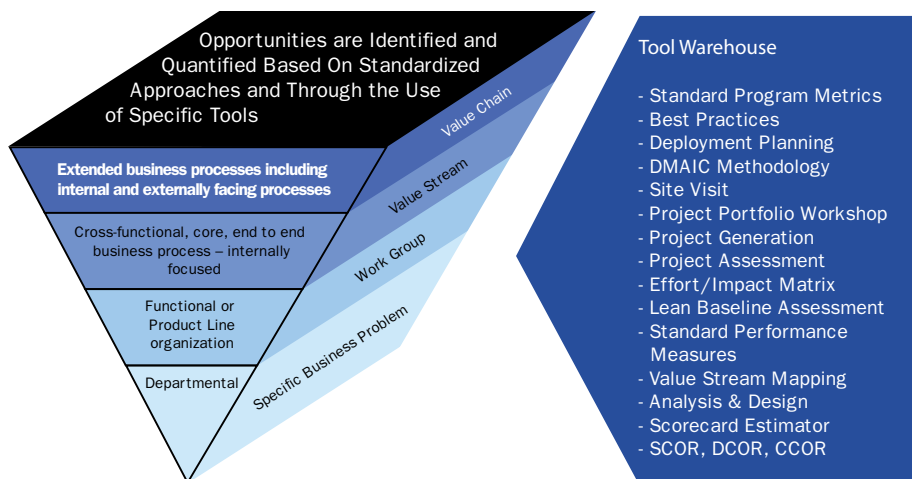
Evaluates critical success factors of an improvement program deployment. Compares performance against industry standards and identifies opportunities to improve deployment, thereby increasing results.

"Your Vision...Our Mission"



In initial business improvement efforts, "low hanging fruit" issues are typically abundant. After these obvious targets are addressed, many organizations struggle to identify and scope high-impact opportunities aligned with the company's strategic direction.

AIT Group leverages powerful tools to help identify, quantify, and prioritize opportunities regardless of where a company might be in its business improvement journey. Regardless of which opportunity identification method we use, a strong improvement program is needed to execute the identified projects. We have a method to evaluate improvement programs, targeted at identifying ways to increase the results of that program. This assessment compares a company's improvement program success factors to best practices, and identifies opportunities for improvement.



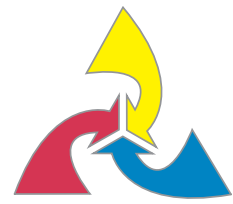
These structured methodologies are capable of addressing the full range of opportunities, from problem specific tactical issues to the more strategic, broad-reaching, value chain focus. AIT Group's five methods address multiple business situations.

We involve a multi-function group of people to ensure success:

- **Assessment Champion**
- **Steering Committee of Leaders for Assessment Focus Areas**
- **Process Owners for Assessment Focus Areas**
- **Subject Matter and Process Experts**

Our Value and Opportunity Identification services can be conducted by a stand-alone Professional Support Services team to rapidly identify and quantify high-impact improvement opportunities. They may also be executed in a Train-Apply-Review Knowledge Transfer approach to develop an internal resource in opportunity identification methods, providing needed capabilities for the future. Regardless of the approach, AIT Group is hands-on and guarantees results.

WORKING HAND IN HAND...
TO CREATE YOUR FUTURE



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ABOUT AIT GROUP

“Hands-On”

Experience and passion to transfer knowledge, improve employee capabilities, and accelerate business benefits are the AIT building blocks of our successful client relationships. We take our client’s vision and dreams from ideas to action through a structured approach that connects strategy with measurable results.

It all begins by understanding our customer needs and partnering with our clients to create and execute a customized business improvement solution. We work hand-in-hand with our clients to drive a sustainable, competitive, advantage through proven and integrated, tools, methodologies, and techniques. By working with AIT Group, your future is in your hands, and your vision becomes our mission.

OUR COMPANY

Today, AIT Group is a creative and innovative leader, continuing to develop and improve the methodologies that lead to business improvement. We are prominent in developing and implementing Lean Six Sigma, Design for Six Sigma, Value Chain/ Supply Chain Transformation, Value and Opportunity Identification, and Innovation methodologies. In business since 1998, the AIT Group has helped clients, around the world, achieve remarkable business improvement results.

OUR MISSION

We deliver tomorrow’s results today through hands on business improvement expertise, global reach, and a passion for getting results fast.

OUR APPROACH

We work together, with you, to design innovative solutions that **accelerate business benefits** and enable client capabilities – ensuring dramatically improved, sustainable business performance.

AIT Group’s four comprehensive business improvement practice areas span the spectrum from strategy to execution and can be seamlessly integrated providing **a complete business improvement solution**. Whether your business demands competitive advantage through rapid identification and elimination of nagging inefficiencies, or requires the development of a disciplined problem solving culture, **AIT Group** has a passion for both.

OUR CAPABILITY



We possess significant global experience and success in implementing business improvement solutions. Our capabilities span the world, with offices in the United States, Europe, Mexico, and the Asia Pacific region. Our professionals have worked with thousands of people who have realized over 1000% returns on most engagements.

These dramatic results can be tied to AIT Group’s experienced professionals, commitment to client success, and meticulous solution planning and execution.

TOMORROW STARTS TODAY, SO LET’S WORK HAND-IN-HAND TO...

...CREATE THE FUTURE

AIT Group Services



**COMPETITIVE
STRATEGY &
INNOVATION**



**VALUE &
OPPORTUNITY
IDENTIFICATION**



**VALUE CHAIN
TRANSFORMATION**



**LEAN SIX SIGMA & DFSS
DEPLOYMENT**

**AIT GROUP ALIGNS
DELIVERY METHODS WITH
THE GOALS OF OUR CLIENTS.**

Knowledge Transfer

AIT Group’s knowledge transfer is for organizations looking to create a sustainable problem solving culture which drives significant business improvement. Our delivery approach is aimed at developing internal skill sets and supporting infrastructure.

Professional Support Services

AIT Group’s Professional Support Services is for an organization with critical complex business issues that need rapid and sustainable resolution. Our delivery approach leverages highly-skilled AIT Group professionals who bring the industry best practices to quickly and permanently achieve results.