



Velocity®

Getting through the economic crisis!

Velocity to rapidly convert cost reductions and cash improvement opportunities into tangible results

To face the economic crisis priorities need to be focus on looking to improve product margins, reduce operating costs and improve the cash to cash cycle. Finding the short term gain in material costs, process and other expenses will make a difference on who can compete and who will not.

The Velocity® approach

Provide your organisation the ability to rapidly organize a multifunctional team with a methodology that will allow them to:

- identify opportunities using efficient management tools
- convert these opportunities quickly using a project management context adapted to fast introduction

Velocity® governance

Velocity must be implemented under the governance of the finance group in your organisation. That's the best way to ensure a direct link between opportunities and financial impact in the profit & loss, balance sheet and cash flow.

The first phase of the approach is focus on identifying key financial performances indicators, the rules of calculation of improvement and the current baseline.

The second phase is focus on applying the Velocity project portfolio development methodology (see next page)

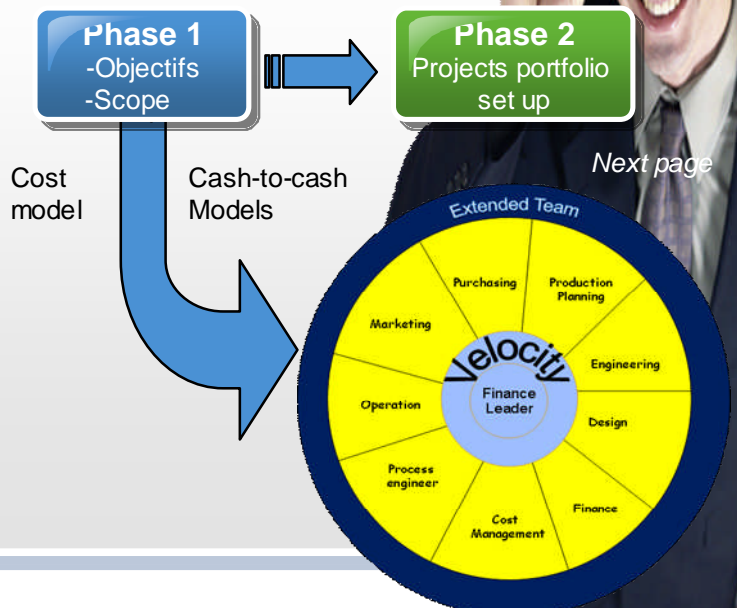
Velocity® mentality

The foundation of Velocity is based on the creation of small business mentality inside the big business. To do this, the multifunctional team must be empower to take decisions and launch activities to get the benefits. Emphasis is placed on quick win first then cash and ROI. The evaluation of opportunity conversions opportunities is done purely on financial factors linked to the P&L , B/S or Cash flow..

Velocity® benefits

- Rapid results (P&L impact, cash flow)
- Institutionalize a cost reduction and cash flow improvement methodology
- Becomes an important business tool to face difficult situations

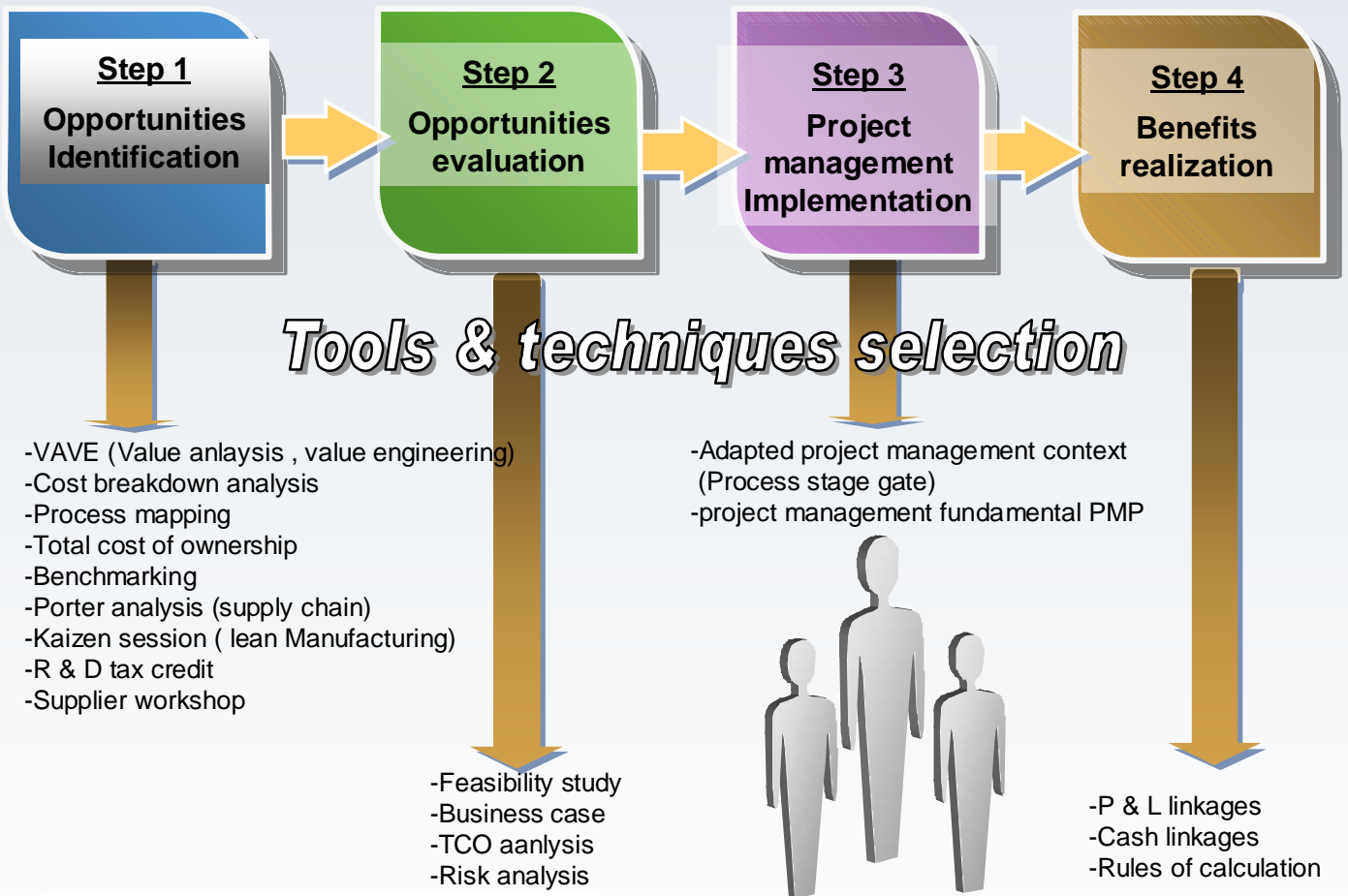
Velocity® Intervention





Velocity® projects portfolio

PHASE 2



Velocity® Institutionalization

Protrain canada consultants have for mission to make your team completely autonomous and capable of using the approach when needed without intervention of consultants. The entire methodology has been developed using simple tools template format, adaptable to any environment.

Velocity® for financial crisis situation

In the case of financial crisis situation , we will intervene as program manager inside your organisation to speed up roll out.

**To discuss the program
with one of our consultant**

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