

# Business Services Reveiw



**Company Name:**

**Phone:**

**Name:**

**Industry:**

**E-mail:**

**Location:**

**How innovative do you feel that your company is within your industry?**

**Has your business design enhanced your financial performance, value growth or your valuation?**

**What are your goals for the company? Can you articulate your strategy for competing nationally or globally?**

**Have you resourced your company with the most critical of success factors leading you to the greatest competitive advantages?**

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1. **Innovation:** Have you studied your competitors close enough to learn from them?
  2. **Innovation:** Does your innovative strategy have at its core the ability to find and access new knowledge before and more effectively than your competition?
  3. **Business Design Innovation:** If the most successful of company's have charted new business design to drive financial improvement, which drove value growth and increased valuation, then how has your company analyzed your business design processes?
  4. **Business Design:** With savvy global consumers growing ever more powerful due to their choices & information available, profit margins are under intense pressure and fall very quickly, normally. Not so with those who reinvent their businesses, by knowing the following. Answer these questions yourself:
    - a) Who are my customers?
    - b) How are their priorities changing?
    - c) Who should be my customer?
    - d) What is my model for profit?
    - e) What is my business design? and not....
    - f) Am I racing to market with the wrong product?
    - g) Am I providing a service that misses the target, defined by customer's priorities of which has no distinction?
  5. **Strategy:** Have you sought out and mobilized untapped pockets of technology & market intelligence elsewhere?
  6. **Strategy:** If Competitive advantage for the future will be based on knowledge, then how am I going about sensing new areas of knowledge which will lead me to innovation?
  7. **Strategy:** Growing globally, successfully. Is my firm projecting or planning to project a home-grown formula or are we seeking to build advantage by learning from the world?
  8. **Resource:** Has our firm resourced the most efficient and knowledgeable suppliers and partners who can assist us in our strategic ambitions?
  9. **Resources available to the firm, has moved:**
    - a) From what is available within the firm
    - b) From what is available within the supply chain
    - c) From what is available within the consumer community
    - d) To what is available anywhere in the world
    - e) Has your firm tapped into the globality of resources that allows you to overcome the limitations in the building of low-cost, high-quality systems to meet the demands of your consumers?
  10. **Resources in business value chains must be continually configured to best competition and value is shifting from products to solutions to personalized experiences, are your components, products, talent sources and solution providers delivering you a competitive advantage?**
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