

Corporate Capability Analysis & Development

A previously approved strategy may be less realistic today due to reduced execution capacity in your organization or changing market conditions.

Are you prepared to keep up with changing industry demands? Are you unsure if your business can take on a new initiative?

Perhaps your business strategy is not delivering the gains you were anticipating, or as your company has grown your processes didn't scale as you expected and impacted your ability to be competitive.

Organizations naturally become "siloeed" over time as business managers prioritize the needs of their teams over the more holistic and strategic needs of the entire company. This manifests itself in a less efficient organization that struggles with new initiatives and growth.

Canux Corporation will analyze your company growth potential by identifying existing capabilities and functionalities. We examine relevant organizational areas with a thorough review of cross-functional business groups and their interactions. Contrasting the current state with the industry best practices, we develop a strategic plan to improve your business' capability and maturity.

Why perform a capability analysis?

- *Understanding current capabilities and limitations* contributes to long-term planning efforts to improve the business.
- Understanding the value of and *implementing industry best practices* increases overall efficiency and reduces employee frustration.
- Identified wasteful department processes are minimized through *implementing a strategy developed to correct inefficient processes*.
- Employing the motto "As simple as possible, but not simpler" in conjunction with an *understanding of the performance expectations* established by the company's executives results in a positive ROI and increased ability to scale.
- A *future state mapping strategy* provides ways to measure success of corporate and departmental improvement efforts.

What is a capability analysis?

Business capability is defined by how prepared the company is to execute its business strategy. This involves a review of the company holistically—the people, the processes, and the technology that support the business purpose. An analysis captures all known aspects and perspectives of a company. Where gaps are identified, opportunity exists for improvement.

	WHAT	HOW	WHERE	WHO	WHEN	WHY
Executive	Sets strategic direction					
Business	Sets business goals					
Design	Sets logical design elements					
Build	Sets physical build characteristics					
Operate	Sets operational processes					

What we provide:

- Consultative sessions with stakeholders
- Current state analysis
- Systems review
- Gap analysis
- Business development roadmap and recommendations
- ROI report

Don't measure your performance by what you have accomplished, but by what you should have accomplished within your capabilities.

How we do it:

- **Initial consultation.** Canux works with sponsors and stakeholders to establish parameters for the analysis work.
- **Current state analysis.** Canux reviews existing business activities to develop a holistic picture of how business is getting accomplished.
- **Systems review.** As part of the current state analysis, Canux reviews systems used in existing business activities and determine their efficacy to the task.
- **Gap analysis.** Canux reviews current best practices in the industry, and contrast it to the data captured in the current state analysis. Overlaps, deficiencies and potential performance outcomes will be shown in the analysis.
- **Roadmaps to future state.** Canux delivers recommendations for bringing your business activity to optimal performance. A *business roadmap* serves as input to your new strategy.
- **Change management.** Canux helps you gain corporate acceptance for the new strategy and, if requested, provides training and materials to help your teams understand, embrace, and implement the new business activity.