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<http://www.seyidekol.blogspot.com>

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We win new business ,optimize performance in work place and reduce cost /wastage

Are you losing your customers to competitors or economy is making your service not desirable for winning new customers .

Do you sense that your employee are not very productive and gradually becoming nonchallent on the job And lastly is your operational cost running high and gradually beginning to eat into the business ?

We can help ?

SDIL has a league of International Sigma Certified Business/ Management consultants,Project managers ,Business Coach,Seasoned HR Professionals ,ISO trained to improve the overall performance of the Business (whether in the capacity of working with a Team of executives ,Managers , Senior managers or Owners of the business

SDIL has been assessed and reviewed by the Renowned Learning and Performance Institute UK as very outstanding in her Business engagement, Service delivery, Professionalism and Ethics.

SDIL consultants are experts that specialize in assisting companies to discover their most pressing questions

We engage the management and executive team to evaluate the current status of the business,obtaining and analyzing information and its marketplace to set workable goals ,strategies and develop strategies for business growth

We have been privileged to train and recruit from the lowest cadre of Drivers to Managing Directors of companies in different industries and sectors

We will happy to help in the drafting of your business plans,improve your business processes ,Business modelling work on your HR /Business strategy in order to reduce cost , improve sales and optimize performance in workplace .

We will happy in any capacity to help you win new business ,optimize performance in your company and of course reduce cost .

Relentless and passionate about adding value....



Strategic Planning/Management for reducing cost and winning new businesses during Covid 19 pandemic

Covid 19 has crippled the economy and of course of many businesses in Nigeria . The operations cost on the rise, profit margin has been deflated and business are gradually hitting the rocks . More than ever , there has to be review of policies, Corporate,Business and HR strategy for the rest of the year to avoid further loss and win new businesses

Strategic Planning/Management is a vital component to that growth moving forward but oftentimes your internal team is a little too close to the process to have valuable perspective that can make or break your business.

The right questions are never asked, the status-quo does not get challenged and group-think goes unchecked. Sensitive issues are carefully avoided, past failures get swept under the carpet, and organizational weaknesses do not get addressed.

SDIL consultants are experts that specialize in assisting companies to discover their most pressing questions

SDIL will work closely with the Management and Executive team to evaluate the current status of the business,employee performance by obtaining and analyzing information and its marketplace to set workable goals ,strategies and develop strategies for business growth

SDIL has a league of International 6 Sigma Certified Business/ Management consultants ,Business Continuity Managers,Business Coach,seasoned HR Professionals ,ISO trained to improve the overall performance of the Business (whether in the capacity of working with a Team of executives ,Managers , Senior managers or Owners of the business

We have also been privileged to train and recruit from the lowest cadre of Drivers to Managing Directors of companies in different industries and sectors

Let us assist you to draft your business plan to win in new businesses& reduce cost

A business plan is a valuable part of how you start and conduct your business in this new year in assessing our business today and of course forecasting our future,

In a highly competitive &challenging economy such as Nigeria,the failure to anticipate new entrants into the market, the failure to consider what kind of sales volume levels were required to grow the business, and the failure to establish realistic measures by which to judge his success were fatal to the business

It is crucial to adapt to the shifting tastes of customers,socioeconomic variables of this present disposition by writing or updating the Business plan now.

A business plan identifies operational changes that need to be made in different functional areas of the company.and helps to establish optimize performance, reduce costs and maximize profits

We will be happy to help

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Reviewing Your Employee performance and overall Business Performance To Increase Your Profit Margin

Many key decision makers, business owners focus on the day-to-day running of their business and forget to stop from time to time and find out how far they have come, where they are and where they are going. This is a reason for some business failures.

The measurement of Employee & Business performance should be a continuous process which involves checking the performance against the mission and objective of the company. It leads to compare the actual performance with the established standards.

It is one thing to have an increased profit margin and the business is not growing; It is another scenario to have a low but growing profit margin and clear indicators of business growth.

The importance of Business Performance review is not only to improve the performance, but also the productivity/effectiveness of a business entity by reducing costs/ liabilities and waste occurring in business. It is a good way to align the activities with the plans being established.

Objectives of Employee performance and overall Business Performance Review

The objectives of Employee and overall Business Performance review include:

- ü Ascertain the employees 's performance in the business to deliver their goals and objectives
- ü Improve individual performance by providing positive, constructive and developmental feedback
- ü Measuring the performance of business processes (efficiency, effectiveness and conformance), technology and people
- ü Assessing the company's ability to meet customer requirements, and internal and external rules and regulations
- ü Recognize the employee's productivity level which clearly shows whether they are assets and liabilities to the business
- ü Assesses understanding of the objectives, mission of company

SDIL has a league of International certified Management consultants ,Business

Continuity Managers, certified Business system Analysts, Auditors trained to identify and resolve complex structural deficiencies hindering business growth in work place.

We also have International Certified trainers, HR ,Business & Corporate Strategist trained to evaluate and optimize performance in workplace .

Reducing your Company's Operational cost, waste & improve Organizational performance through Six Sigma concept

Every Business owner or Manager knows the importance of satisfied customers, and how expensive it is to find new customers compared to keeping current customers. Business research clearly shows that there is a direct correlation between satisfied customers and revenue.

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Total Quality Management (TQM) is a management philosophy that seeks to integrate all organizational functions (marketing, finance, design, engineering, and production, customer service, etc.) to focus on meeting customer needs and organizational objectives.

A primary focus of TQM is to improve customer satisfaction by having a customer focus and consistently meeting customer expectations. Customers are almost always satisfied when their expectations are met.

Total Quality Management consists of the Quality Trio-The Quality Control,Quality Assurance and The Quality Improvement.

In order to achieve this level of excellence, a Six Sigma culture must exist throughout the business or organization.

There are several benefits of implementing Total Quality Management (TQM) using Six Sigma concept as follows:

- ✓ Quality Improvement
- ✓ Cost Reduction
- ✓ Evaluating Skills of the Employees
- ✓ Improved Customer Loyalty
- ✓ Strategic Planning

Implementing Six Sigma in the processes will definitely yield great results in terms of revenues and customer satisfaction and this has been proved by Motorola,Toyota,Apple, GE to mention a few.

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Benefits

- Brand support/ Advert placement of company's product/services in the newspapers (optional)
- Discount on Business Performance Auditing on your company's Processes ,People and Technology
- Up to 20 percent discount on our Recruitment exercise and SDIL training courses based on volume
- Discounted Pre retirement training by Asset management, partners (Optional)
- Free Peak performance /Executive/Business coaching session available

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Is your business profit going down?Let us help you improve your Business performance

Have you ever wondered why your profit margin has not increased but instead gradually decreasing ?.

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Of course you may say the unpredictable economy has negatively affected your business

However despite the failing economy some businesses are still breaking even.

Some businesses have remained profitable for the past 15- 20years and are still here despite the failing economy ,

Watch out for this red indicators why your business is not doing well

- ✓ Lack of a written or updated business plan
- ✓ Unexplained low morale,
- ✓ Steady constant increase in cost,
- ✓ Regular cash shortages or waste,
- ✓ Loss of market position,
- ✓ Overworked staff
- ✓ Mission objectives does not seem realistic
- ✓ Lack of information about your competitors
- ✓ High turnover

If you business undergoing at least 40 percent of this critical issues ,your business is probably at the state of "**comatose**" and needs help....

Let us help you grow your business when we review your business performance

We will assess your core activities,assess your business efficiency,Review your financial position,Conduct a competitor analysis,Conduct a customer and market analysis to mention a few

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