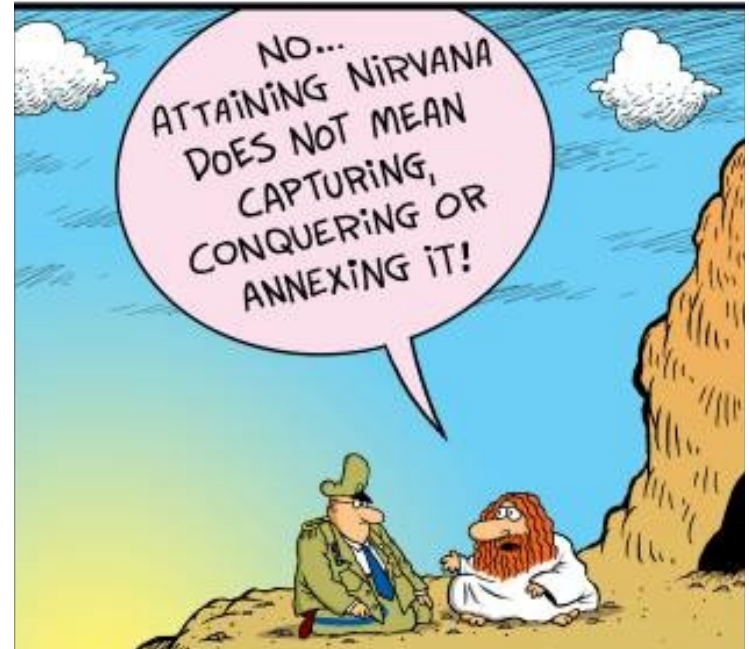


Business Sustainability

Development, Prosperity
& Long Term Growth



What is Sustainability



What's the Big Deal?

“According to research, this is what keeps owners, executives, & directors awake at night”



Research conducted by the AICD

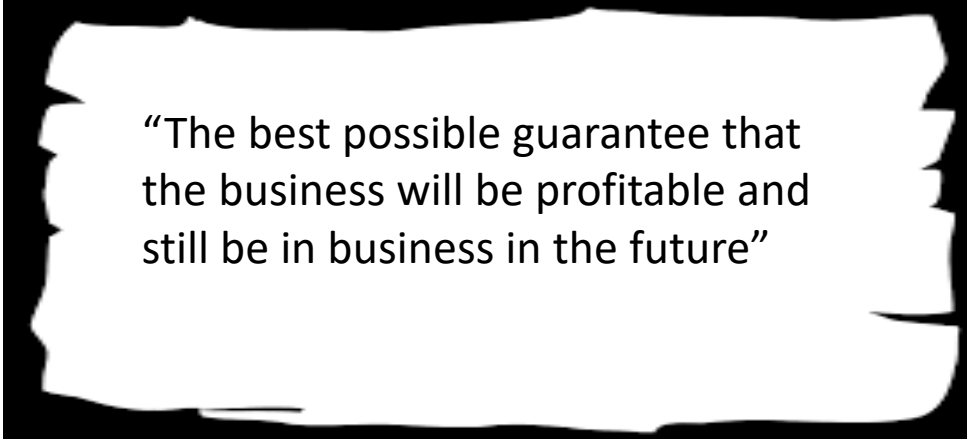
Reference source:

Australian Institute of Company Directors

Director Sentiment Index

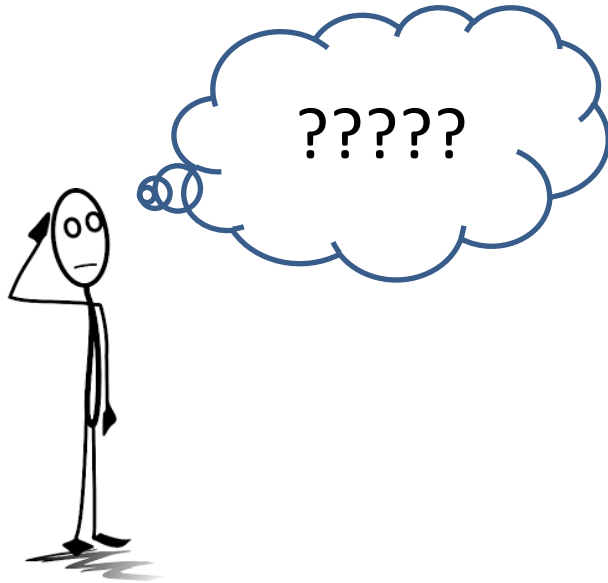
First Half 2017

So what *is* Business Sustainability



“The best possible guarantee that
the business will be profitable and
still be in business in the future”

Is sustainability a Mind-Set or a Process?



- 1** What does business sustainability mean ?
- 2** What if our business is **unsustainable**?
- 3** How do we make it truly sustainable?

MBL Mindset



We need to look at business from a
Multiple Bottom Line perspective

EGSEEE

Economics \$\$\$

Governance

Social dimensions

Ecological management

Ethics

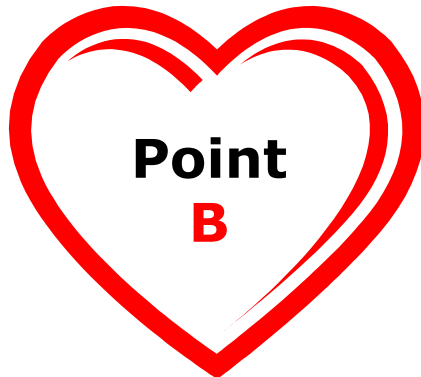
Energy

*"Following a
single bottom
line philosophy
is now fraught
with danger"*



OVERVIEW

Operational Results



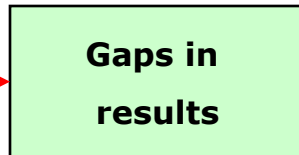
**Point
B**

People Performance

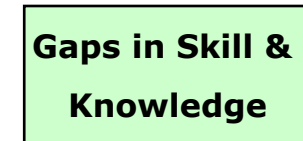


**2. Well
Trained Staff**

**Transformation
plan**

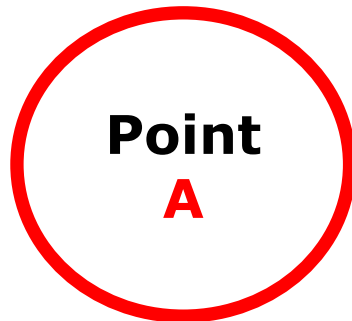


**Gaps in
results**

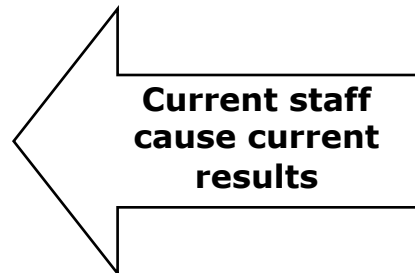


**Gaps in Skill &
Knowledge**

**Staff &
Systems
development**



**Point
A**



**Current staff
cause current
results**



**1. Current
staff**

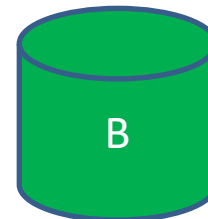
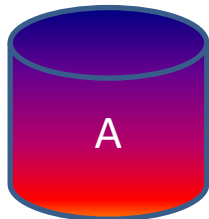
**1 causes Point A
2 will create Point B**

PROCESS

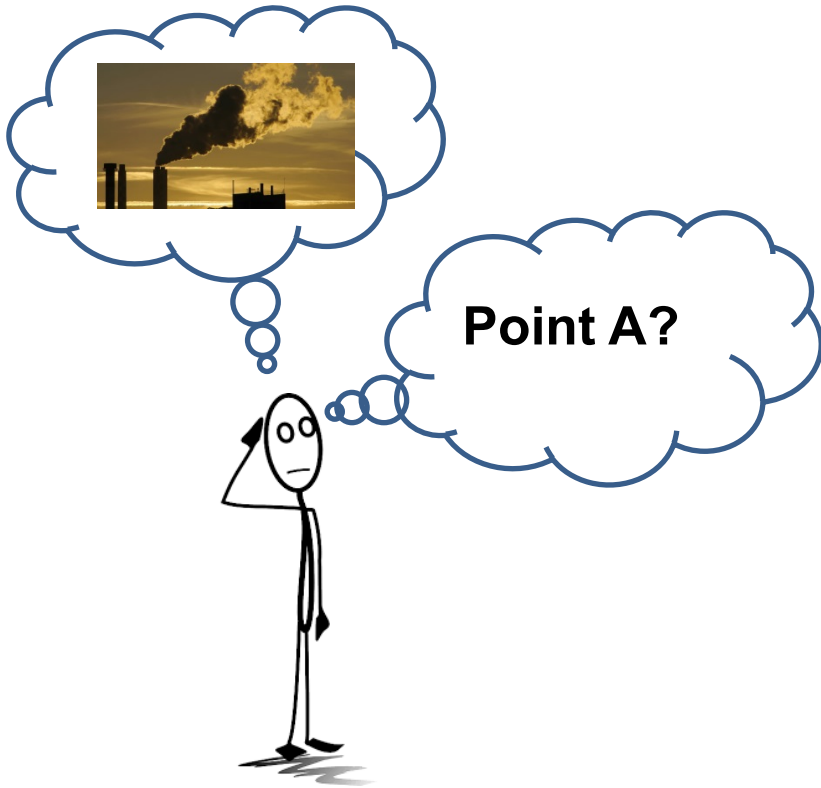
Develop a 5 step process



1. Current business – Point A
2. Future ideal state – Point B
3. Business case for change
4. Transformation Plan
5. Monitoring system



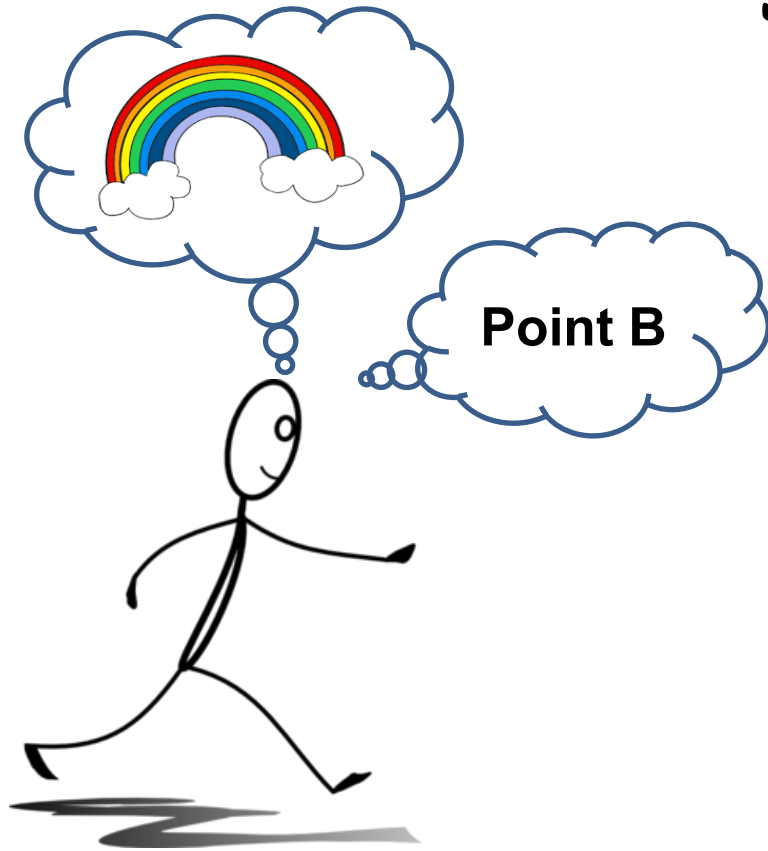
Step 1



**An analysis of all aspects of
the business 'as is'**

Finances, Customers,
Operations, Staff effectiveness,
Training, Revenues, Cashflow,
Products, Offices, Warehouse,
Location, Core-competencies,
Sales per customer, COGS,
Industry trends, Technology,
Digital structure, Marketing,
Sales, Risks, Roadblocks etc

Step 2



The ideal business

Finances, Customers,
Operations, Staff effectiveness,
Training, Revenues, Cashflow,
Products, Offices, Warehouse,
Location, Core-competencies,
Sales per customer, COGS,
Industry trends, Technology,
Digital structure, Marketing,
Sales, *Risks*, *Roadblocks* etc

Step 3



Analysis

How much?
How long?
Is it worth it?
Involvement?
Relevance?
Long term view
Future proofing
Governance

Step 4



TRANSFORMATION PLAN

- Develop a Transformation plan
- Get full 'buy in' from everyone
Start with 'low hanging fruit'
- Quick 'n easy fixes first
- Keep 'end objective' in sight
- Use performance indicators
- Have progress rewards



Step 5

MONITORING SYSTEM

1. Measure and Manage
2. Revenues V budget etc
3. Hours worked V hours budgeted
4. Energy used V energy target
5. Staff training V performance monitoring
6. Legal monitoring
7. Waste monitoring
8. Warranties - monitor & remedy
9. Recycling & re-usage
10. Product & packaging redesign

Develop a measurement system for all critical aspects

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Last Step

*"This plan
is as good
as gold"*

"Together we can create a plan and a toolkit that suits any specific SME business"

"We have many masters degree students who are looking for projects to work on as part of their studies – Accounting, IT, MBA, etc"

"I am quite willing to support any SME business in the Brisbane-Logan area"

