

Tactical Reengineering

"Grant me the patience to continuously improve some processes, the courage to radically reengineer others, and the wisdom to know when to do either." Jim Clemmer
Michael Hammer and James Champy said of reengineering that it is "the fundamental rethinking and radical redesign of business processes to achieve dramatic improvements in critical contemporary measures of performance, such as cost, quality, service, and speed. "Reengineering isn't about fixing anything...reengineering a company means tossing aside old systems and starting over...reengineering can't be carried out in small and cautious steps. It is an all-or-nothing proposition...tradition counts for nothing. Reengineering is a new beginning."While there is certainly a time and a place for such radical organizational surgery, many, if not most companies, would like to use the principles of reengineering to put a laser-like focus on operational issues. Tactical Reengineering starts in that real world operational situation. The difference between Tactical Reengineering versus Strategic Reengineering:Tactical Reengineering starts with concrete issues, problems and concerns which are most important to you, and which you would most like to do something about. It is about creative organization redesign and change management, and its problem-solving approach focuses on very different issues than those encountered in Strategic Reengineering.Important as they are, tactical reengineering does not

focus on abstract questions relating to strategy, the nature of the business, or redesigning core processes. Instead, it focus on:

- Making a difference not necessarily a best solution
- Focusing on doing well in the present as well as the future
- Focus first on people and then the processes that support them
- Actions not long-term projects
- Parallel actions not sequential

- Doing it with existing assets not new resources
Tactical Reengineering is a 21st century tool for a fast changing world!!
AdVantage Consulting will work with you to understand the factors which are critical to the success of Tactical Reengineering factors such as: adding value to the business; influencing the management hierarchy; diagnosing your operations; mastering the essential tools and techniques, and managing change. We can help you to make a real difference right now for your company, your people, and your customers!!