



# **- Project - Effective Optimization and Reengineering of Processes**

GOAL



RANGE



METHOD



CONTACT

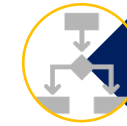
## Project Goal

a significant increase in the company's profitability  
now and in the future **through**  
optimization of processes and constraints management

### **Additional Goals**

renegotiating selected contracts with  
cooperating entities

**Benefits** identified by  
managers, employees  
and trade union  
representatives



## Processes Optimization

### 1. mapping and analysis of **existing processes**

Often the processes run by several organizational units of the company and by cooperating entities. Therefore, hardly anyone in the company is aware of the actual course of individual processes.

### 2. designating the **constraints and owners** of individual processes

When the process runs through several organizational units, it is difficult to indicate the person responsible for the correct implementation of the entire process. The biggest constraint, i.e. the bottleneck in the process, is the company's key problem.

### 3. mapping and analysis of **target processes** taking into account the strategy

Working on the Existing Processes Maps scheme, it is easier to plan what the target processes should look like, taking into account the company's strategic assumptions.

### 4. determining the **path** to the target processes ("right away" and projects)

Some of the changes can be implemented immediately and without investment, and some require projects. Therefore, the path to the target processes is determined and project priorities are set.

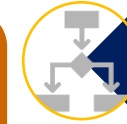
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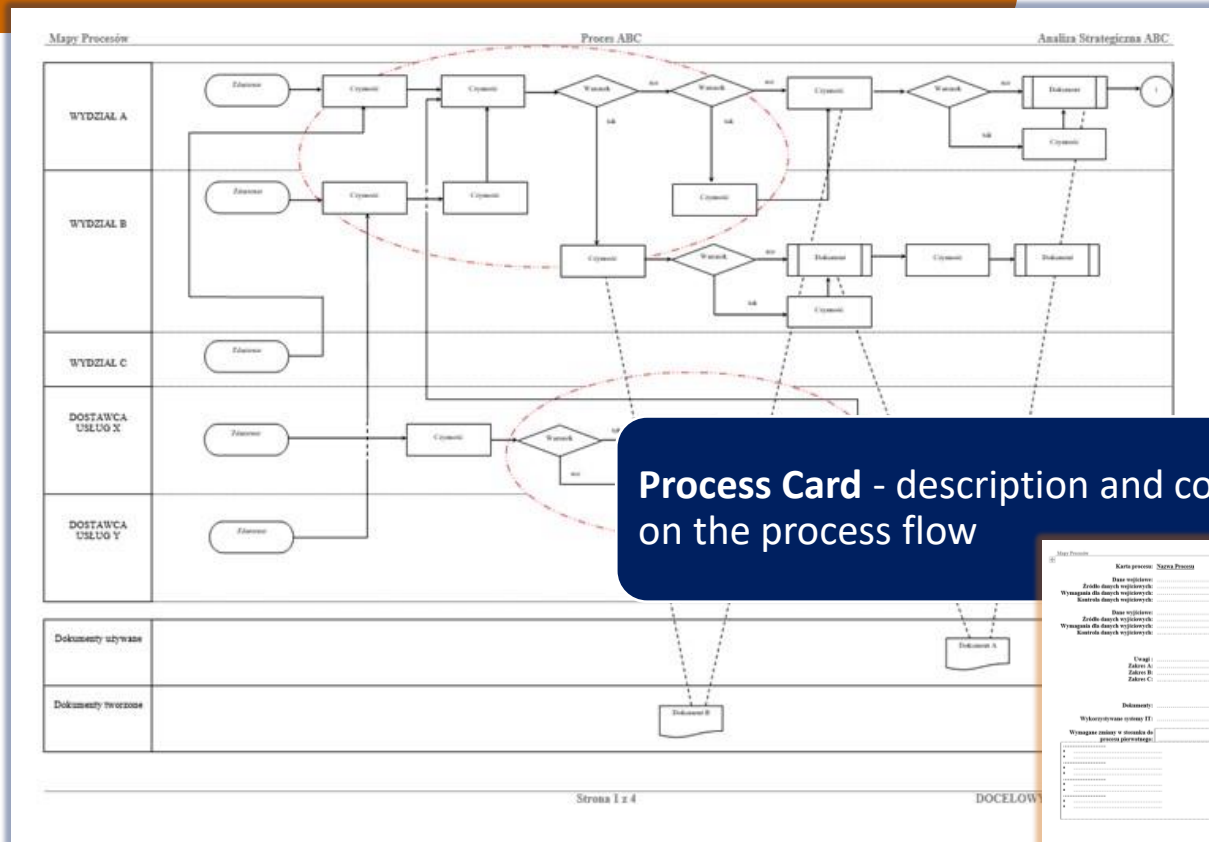
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**Process Map** - a diagram presenting the chronological course of activities in a given process assigned to people, cells and entities.



Processes Optimization



**Process Card** - description and comments on the process flow



## Why Optimization

### Why is Process Optimization Needed in the Company ?

Growing operational risks

Problems with suppliers and customers

What we receive is not in line with our expectations

Extended lead time and multitasking

No process owners overseeing the process from start to finish



## BENEFITS OF PROCESS OPTIMIZATION

<b>constraints identification (bottleneck)</b>	<b>operational risks minimizing</b>	<b>shortening process implementation</b>	<b>communication improvement</b>
knowledge of the processes	arranging activities	unnecessary activities elimination	improvement activities
<b>improvement processes</b>	<b>efficiency Increasing</b>	<b>bad habits elimination</b>	<b>cost saving</b>
better control	effective reporting system	unnecessary documents elimination	archiving rules update
<b>process owners designating</b>	<b>clear definition of responsibility</b>	<b>improving the quality of work</b>	<b>use of standardization</b>
project plan establishing	target processes determining	IT architecture update	internal regulation update

## INCREASE THE COMPANY'S PROFITABILITY

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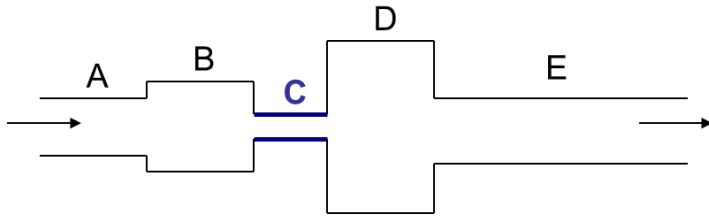


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## WHAT IS A CONSTRAINT ?



enterprise - a **pipe** through which water flows

production - **water flow**

capacity per 1 h - is limited to the flow per 1 h  
through the **narrowest section of the pipe**

increasing the bottleneck potential (throughput C)  
we increase the potential of the entire company  
-- local optima do not increase the company's throughput ! --

## PROBLEMS DUE TO CONSTRAINTS

long terms  
of orders  
realization

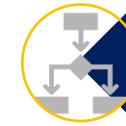
delays in the  
execution of  
orders

delivering  
products **not  
complying**  
with specs

large  
quantities of  
work in  
progress /  
finished  
goods

problems in  
cooperation  
with suppliers

problems in  
cooperation  
with  
distributors  
and  
customers



Optimization  
Effects

## Financial Effects of Optimization - Examples

Increased Customers Loyalty = Higher Revenue

Faster Project Realization = Higher Revenues

Constraints Elimination = Higher Income

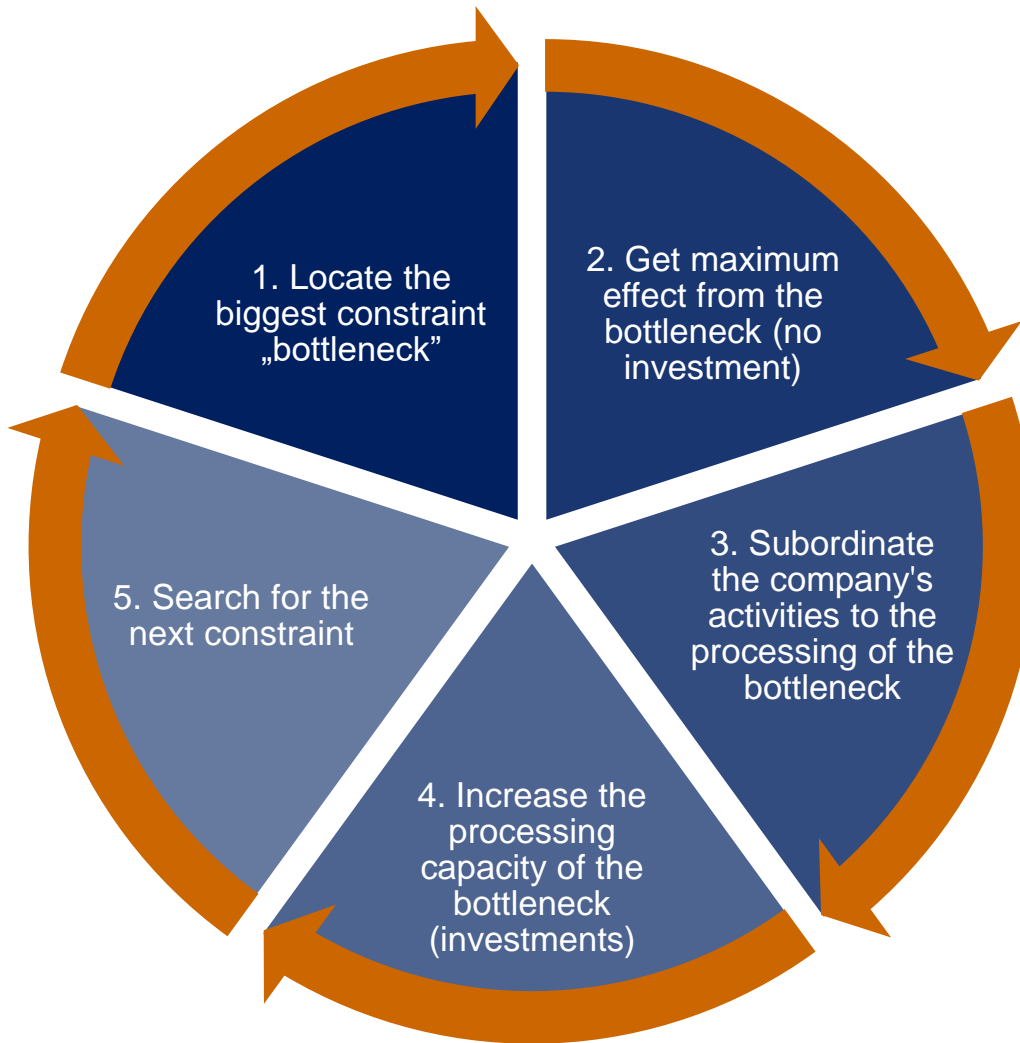
Processes improvement = Lower Costs

Renegotiating Contracts with Suppliers = Lower Costs

Avoiding Materialization of Risks = Lower Costs









**Grzegorz Cichecki**  
Project Manager

phone: +48 693 035 371  
e-mail: [gcichecki@okubiko.pl](mailto:gcichecki@okubiko.pl)

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Over 20 years of experience in the implementation of business and organizational projects, with particular emphasis on Process Optimization. Multiple practical use of process optimization in companies.

He cooperated, among others with Altus TFI S.A., PKO TFI S.A., BPH TFI S.A., CA IB IM S.A., GTFI S.A., PZU-CL AT S.A. (presently Centrum Informatyki Grupy PZU), Pekao/Alliance TFI S.A. (Pioneer Pekao TFI S.A.), Pekao Alliance PTE S.A., Fund Services Sp. z o.o., ING Bank Śląski S.A., BDM S.A.

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A graduate of the Silesian University of Technology, Faculty of Organization and Management and the College of Marketing Management and Foreign Languages in Katowice.

He participated in many training courses, including a 6-module advanced program in Project Management organized by Ernst & Young Academy of Business and E-commerce manager organized by the Institute for International Research.

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Communication in Polish and English.

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OKUBIKO sp. z o.o.  
41-400 Mysłowice, Jodłowa 2,  
e-mail: [info@okubiko.pl](mailto:info@okubiko.pl)  
[www.okubiko.pl](http://www.okubiko.pl)  
KRS 0000830458 REGON 385612762 NIP 2220917374  
capital PLN 20.000,00 fully paid

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