



# Case Study

## Digitize Strategy Deployment for Faster Execution and Goal Achievement

### What is Strategy Deployment?

- » Strategy deployment, commonly referred to as policy deployment, is the process for focusing resources on breakthrough objectives
- » A proven way to drive financial success within your business
- » The most effective, efficient process any lean company can use to align its day-to-day efforts with corporate strategy and objectives

### The Experts in Operations Management

Dploy Solutions is a suite of digital manufacturing software offered by TBM Consulting Group. TBM is the global leader in driving strategy deployment (or policy deployment) with 25+ years of experience with Operational Excellence and a proven track record building a management system that drive sustainable business performance. The Dploy Solutions suite of operational excellence tools was built to work in tandem with the TBM Management System or with our client's own strategic planning approach to automate the process rigor to support strategy deployment, KPI management, project management and daily management on the factory floor.

## Multi-Division Industrial Manufacturer Uses Dploy Solutions Strategy Deployment to Improve Results Attainment—Grows Share Price by 60% in Less Than Three Years

### Challenges

- » The company was experiencing challenging customer demands and increased foreign competition
- » Profitability was eroding due to inefficiencies and pricing pressures
- » They had a process for developing annual strategic plans but could not execute and manage initiatives effectively to achieve their goals

### Solution

- » Implemented Strategy Deployment (SD) process spanning multiple business units and 20+ sites with the help of TBM Consulting Group
- » Utilized Dploy Solutions Strategy Deployment (SD) to create a corporate strategy deployment X-matrix and cascade to each business unit, with each SBU having the flexibility to develop an action plan or cascade deeper into the organization
- » Leveraged Dploy Solutions SD and KPI Management capabilities to capture, measure and roll-up operational metrics and report on progress for strategy and goal deployment initiatives

### Results

- » The effective combination of strategy and goal deployment process, lean practices and Dploy Solutions digital software drove the following results:
  - BU 1: Operating profit from 4% to 16% in three years
  - BU 2: Drove \$80M of incremental EBITDA on \$350M in sales
  - Overall corporate share price from \$28 to \$45
- » After 1-2 years, each business unit had the ability to cascade key initiatives to functional departments and manufacturing sites providing clear visibility on goals and action plans
- » By the 3rd year, the process was refined from plant level to individual work areas. Supervisors and their teams developed plans to address “how” they were going to achieve the goals

## 24/7, Fingertip Access to Your Entire Organization

Dploy Solutions suite of products is a fully hosted, web-based, real-time solution. It puts everyone on the same platform, across multiple sites, across companies, across the globe. Updates are instant and control is immediate, 24 hours a day, 365 days a year.

## State of the Art Security

We believe that security is more than passwords and firewalls. We take a comprehensive approach to the many components that secure your assets – your data, the application and the hardware housing. Our hosting solution offers better security that you can achieve internally, including complete network security with full firewall protection. Equally important, we are positioned to support clients with immediate scalability and guaranteed uptime.

## About Dploy Solutions

Dploy Solutions is a suite of technology solutions offered by TBM Consulting Group who brings 25+ years of experience with Operational Excellence and a proven track record building management systems that drive sustainable business performance. Dploy Solutions is a suite of scalable cloud-based digital manufacturing software and IIoT platform solutions designed and priced for small to mid-sized manufacturers and distributors looking to grow their businesses. It brings data together from your top floor to your shop floor, including machine data, and it links your organization's strategic goals with your operational excellence activities and digital manufacturing technologies. This integration gives you the tools you need to quickly make smart, informed decisions at all levels of the organization, achieve your operational and financial goals faster, and build a sustainable competitive advantage in the marketplace.

Learn more about Dploy Solutions at [dplysolutions.com](http://dplysolutions.com)

**Request a demo today**  
**Call us at 800.438.5535**

Dploy Solutions is a suite of technology solutions offered by TBM Consulting Group who brings 25+ years of experience with Operational Excellence and a proven track record building management systems that drive sustainable business performance. We offer implementation and consulting services to ensure a wide range of integration support, including management system design and implementation, data integration, setup and tracking hierarchy.

Our goal is to provide the best customer experience possible. Learn more about TBM Consulting Group at [tbmcg.com](http://tbmcg.com).



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