



Design

1. Do your design team develop your ideas for new products quickly enough so you can get more orders?
2. How accurately do your design team test and validate designs to ensure they're right first time for the customer?



Maintenance

1. Do you know what impact preventative maintenance would have on your bottom line?
2. How often does equipment break that then causes production delays?

Production

1. Are your processes streamlined so that you get the most from them?
2. Do your production leaders know what and which areas to improve to gain the biggest impact?



Quality

1. Are you confident your team are embedding quality into every stage of the process and not relying on an 'end of line' check?
2. How many products that have been checked by your quality department are returned as faulty?



Supply Chain

1. Are you confident that you're never short of parts that prevent you from fulfilling the customer order?
2. Are stock levels at the right capacity and you're never carrying too much stock?



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Leadership

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1. Do your department leaders align to the company vision and help drive the business in the right direction?
2. Do you feel reactive or proactive when making decisions?

Sales

1. Are your sales team effective in bringing in sales and providing service solutions?
2. Do the sales team work in the most efficient manner possible?

IT

1. Is your IT infrastructure supporting the running of the business and logistics in the most effective and simplified way possible?
2. How often have your IT projects overrun against timescale or original cost?

HR

1. Does your HR department look after your people so they're motivated and engaged with your success so you don't suffer from churn of staff?
2. Do your HR department ensure they're confident all new staff have the capability to carry out the role at hand?

Finance

1. Does your finance team do more than just count the money to contribute to business growth?
2. If you asked your finance team which of the products you sell make the most money for the business, accounting for accurate cost of sales, would they instantly know the answer?

Projects

1. Do your teams work together as well as they should, so that information flows between departments for the common benefit of the company?
2. Are all project activities well coordinated?