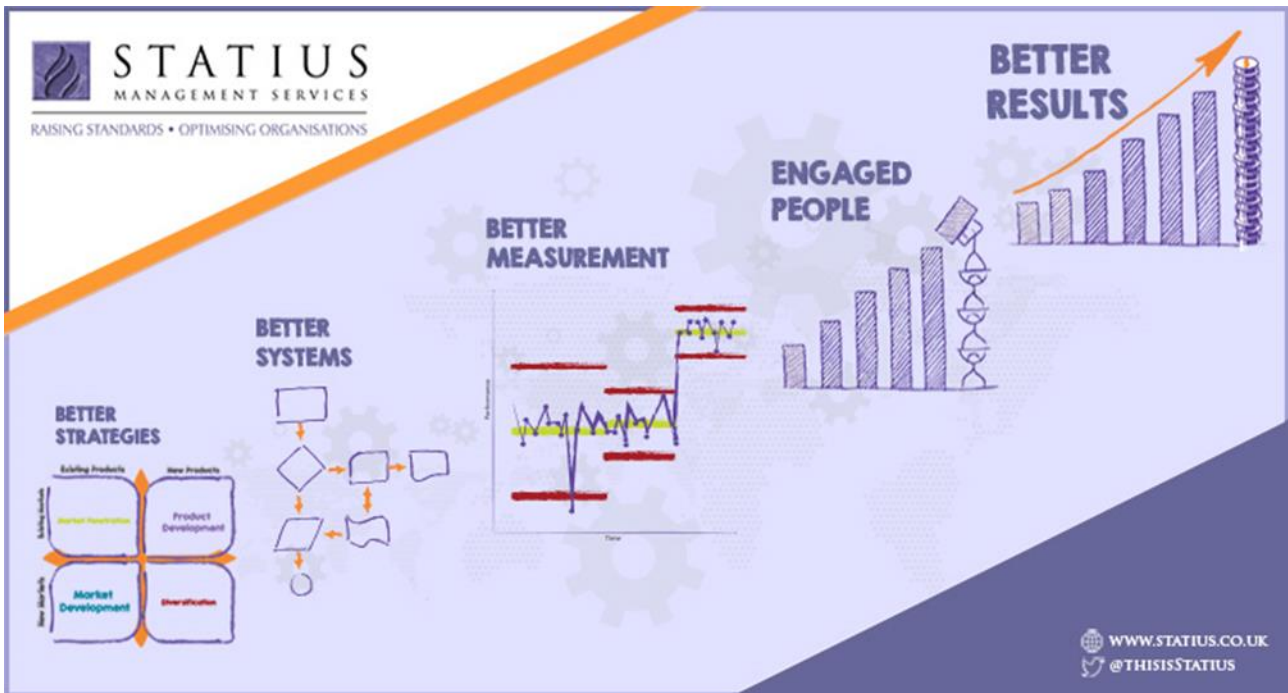


# A Guide to Statius Resources

At Statius we want to help you deliver:



So, as might be imagined, over the years, working with companies of all shapes and sizes, large, small, public and private, we have collated a veritable treasure trove of templates, tools and techniques, all resources that could be applied to your thinking to help you and your people deliver:

- Better strategies
- Better systems
- Better measurement
- Engaged people delivering
- Better results

What we have attempted to do below is to collate all of these resources, around the above five headings, so that you can pick and choose those which are most pertinent to you and your team and their development at this point in time.

Happy hunting ...

## Key

E = Examples, CL = Checklists, HT = How to's, M = Model, T = Template, P = Presentation, W = Webinar

## Better strategies

Subject	Resources, thinking, tools, techniques and third parties
1) Mission, Vision, Values	<p>Tools might include:</p> <ul style="list-style-type: none"> <li>• How to develop mission, vision, values and purpose statements – HT &amp; W</li> <li>• Neurological levels for company's - T</li> </ul>
2) Business and strategic plans / Corporate risk assessment	<p>Tools might include:</p> <ul style="list-style-type: none"> <li>• Business planning - CL</li> <li>• PESTEL – CL &amp; T</li> <li>• PORTER – CL &amp; T</li> <li>• SWOT – T</li> <li>• Risk – CL</li> <li>• Critical success factors – Matrix 1 &amp; 2 - T</li> <li>• The balanced scorecard – T</li> <li>• Orbit diagram – T</li> </ul> <p>4 tools for understanding your competitive environment – HT &amp; W  8 Principles of risk management – HT &amp; W  How to plan for sales and margin growth – HT</p>
3) Annual and 90-day action planning	<p>Tools might include:</p> <ul style="list-style-type: none"> <li>• Annual planning prework questionnaire – T</li> <li>• Annual priority template – T</li> <li>• Quarterly planning prework questionnaire – T</li> <li>• Quarterly priority template – T</li> </ul> <p>How to plan for sales and margin growth – HT</p>
4) Marketing strategy	<p>Tools might include:</p> <ul style="list-style-type: none"> <li>• 4P's of marketing - M</li> <li>• 8P's of marketing - M</li> <li>• The Boston Consultancy Grid - M</li> <li>• The Ansoff grid - M</li> <li>• The growth grid – M</li> <li>• Points of difference – T</li> </ul>
5) Manufacturing strategy	<p>Tools might include:</p> <ul style="list-style-type: none"> <li>• Terry Hill Manufacturing Strategy Model</li> </ul>

	<ul style="list-style-type: none"> <li>• Manufacturing Strategy - P</li> </ul>
6) Competition analysis	Tools might include: <ul style="list-style-type: none"> <li>• The Boston Consultancy Grid - M</li> </ul>
7) Market analysis	Tools might include: <ul style="list-style-type: none"> <li>• The Boston Consultancy Grid - M</li> </ul>
8) Acquisitions	Acquisition procedures and checklists - E
9) Arranging finance	Tools might include: <ul style="list-style-type: none"> <li>• The financial mastery checklist</li> </ul> 3rd Parties include: Jarrovian Wealth (access to capital), The Sargeant Partnership (accountants)

### Better systems

Subject	Resources, thinking, tools, techniques and third parties
10) Sales	Tools might include: <ul style="list-style-type: none"> <li>• The 5 ways - M</li> <li>• Bid Selection Matrices - E</li> </ul>
11) Developing the company's Core Activity Map™	Developing management systems that increase sales and bolster margins "How to" Developing a core activity map consultant guidance note
12) Linking core activities to KPI's	Developing management systems that increase sales and bolster margins "How to" Developing a core activity map consultant guidance note
13) Developing complete and integrated management systems	Frameworks might include <ul style="list-style-type: none"> <li>• ISO 9001 quality management system</li> <li>• ISO 14001 environmental management system</li> <li>• ISO 22301 business continuity management system</li> <li>• ISO 27001 information security management system</li> <li>• ISO 45001 health &amp; safety management system</li> </ul> <ul style="list-style-type: none"> <li>• Also "sector schemes" like ISO 13425, ISO 17025, TS16494 and AS9100/9020</li> </ul>
14) Developing and implementing Cyber Essentials (Plus)	3rd Party support - Crystal Vision Software Ltd & Crescent Digital Ltd
15) Benchmarking	Tools might include: <ul style="list-style-type: none"> <li>• The One Page Business Excellence Model Scorecard (BEM) – T</li> <li>• The current situation assessment scorecard – T</li> </ul>
16) Lean <ul style="list-style-type: none"> <li>• Lean Construction</li> <li>• Lean Manufacturing</li> </ul>	Tools might include: <ul style="list-style-type: none"> <li>• TIMWOOD - M</li> <li>• SECAR – M</li> </ul>
17) 5s	Tools might include:

	<ul style="list-style-type: none"> <li>• 5s</li> </ul>
18) Supply chain management	Supplier audit/ investigations and supplier monitoring. Tools might include: <ul style="list-style-type: none"> <li>• Supplier assessment examples - E</li> <li>• Supplier evaluation examples - E</li> </ul>
19) Risk assessments	On site or in-house risk assessments against tasks undertaken or machines used. <ul style="list-style-type: none"> <li>• Various examples available – E</li> <li>• Risk assessment presentation – P</li> </ul>
20) The improvement experience	A 2-day training session for 6-12 people taking them through the process of improving a process and then concentrating, for the last ½ day on how those lessons can be applied to the business
21) Legal compliance review	Tools might include: <ul style="list-style-type: none"> <li>• Legal compliance register – T</li> </ul>
22) Building services manuals	Tools might include: <ul style="list-style-type: none"> <li>• Building services manuals – E</li> <li>• Critical equipment assessment – E</li> <li>• Facilities inspection checklist – T</li> </ul>

### Better measurement

Subject	Resources, thinking, tools, techniques and third parties
23) Business Excellence	Working with top teams to develop robust, action orientated projects that deliver on Business Excellence. Tools might include: <ul style="list-style-type: none"> <li>• The One Page Business Excellence Model Scorecard (BEM) – T</li> <li>• The current situation assessment scorecard – T</li> </ul>
24) Implementing improvement teams	<p>Tools might include:</p> <ul style="list-style-type: none"> <li>• Cause-and-effect diagram</li> <li>• Check sheet</li> <li>• Control chart / run chart / SPC (see measurement)</li> <li>• Histogram</li> <li>• Pareto chart</li> <li>• Scatter diagram</li> <li>• Flow chart</li> <li>• Run chart / SPC (see measurement)</li> </ul> <p>• The Affinity Diagram.</p> <p>• The Tree Diagram.</p> <p>• The Interrelationship Diagram.</p> <p>• The Matrix Diagram.</p> <p>• Prioritization Matrices.</p> <p>• The Process Decision Program Chart (PDPC)</p> <p>• The Activity Network Diagram.</p> <ul style="list-style-type: none"> <li>• The Red Issues Identifier™</li> <li>• The Process Improver™</li> </ul>

25) Performance Prediction Charting™ (SPC)	<p>To connect the strategic and core operational processes to KPI's and then using Process Prediction Charting (Statistical Process Control) to drive quantifiable improvement. Each team typically delivers a 3:1 – 5:1 ROI</p> <ul style="list-style-type: none"> <li>• Number crunching for the reluctant – P</li> <li>• Introduction to Variation – P</li> </ul> <p>3rd Parties also include; Dr Petr Worthington, Mr Stuart Swalwell, Prism Software; WinChart &amp; the Performance Dashboard</p>
26) Quantifiable process improvement	<p>Reviewing processes to identify what works well / what works not so well and the opportunities of improvement. Working with teams to develop robust, action orientated improvement plans with associated ROI.</p> <p>Tools might include:</p> <ul style="list-style-type: none"> <li>• Performance Prediction Charting™ (Statistical Process Control)</li> <li>• Cost of conformance</li> <li>• Cost of non-conformance</li> <li>• Prevention, Appraisal, Failure model</li> <li>• Taguchi methods</li> </ul> <p>How to predict the future &amp; deliver real &amp; quantifiable process improvement – HT  <b>9 point model for quantifiable performance improvement - W</b>  Number crunching for the reluctant – P</p>

### Engaged people delivering

Subject	Resources, thinking, tools, techniques and third parties
27) To implement or improve recruitment processes	<p>Tools might include:</p> <ul style="list-style-type: none"> <li>• Job adverts aligned to motivation profiles – E</li> <li>• Interview question sets aligned to values – E</li> <li>• Recruitment process templates - E</li> </ul>
28) To implement or improve induction processes	<p>Tools might include:</p> <ul style="list-style-type: none"> <li>• Induction forms – E</li> <li>• Induction checklists - E</li> </ul>
29) To implement or improve training needs analysis	<p>Tools might include:</p> <ul style="list-style-type: none"> <li>• Competence matrices – E &amp; T</li> </ul>
30) Evaluating training	<p>Tools might include:</p> <ul style="list-style-type: none"> <li>• The Kirkpatrick model – T</li> <li>• Learning and Evaluation Form – T</li> <li>• Competence matrices – E &amp; T</li> </ul>
31) To implement or improve competence identification and	<p>Tools might include:</p> <ul style="list-style-type: none"> <li>• Competence matrices – E &amp; T</li> </ul>

competence improvement processes	
32) Developing and implementing systems for Investors in People recognition	Tools might include: <ul style="list-style-type: none"> <li>• The Investors in People framework – P</li> </ul>
33) Motivation	Tools might include: <ul style="list-style-type: none"> <li>• Neuro Linguistic Programming (NLP) (Visual, Auditory, Kinaesthetic – VAK)</li> <li>• NLP VAK scorecard - T</li> <li>• Strengths Deployment Inventory (SDI)</li> <li>• Motivation presentation – P</li> <li>• Systems thinking feedback grid – T</li> <li>• What do I want? (questionnaire) - T</li> </ul>
34) Delegating to freeing up management time	Tools might include: <ul style="list-style-type: none"> <li>• The Activity Inventory - T</li> <li>• The Delegation Driver – T</li> <li>• RACI – M</li> <li>• The impact initiator – T</li> </ul>
35) Management development training	<ul style="list-style-type: none"> <li>• Articulate intent</li> <li>• Know the flow</li> <li>• Master the measures</li> <li>• Engage the people</li> <li>• Drive the learning</li> </ul> <p>12 days to Deming – course delivered by Mr Stuart Swalwell</p>
36) Team development	Tools might include: <ul style="list-style-type: none"> <li>• The delegation driver - T</li> <li>• The experience transformer - T</li> <li>• Conscious / unconscious competence model - M</li> <li>• Above or below the line - M</li> <li>• The No Surprises policy - M</li> <li>• Situational leadership model – M</li> <li>• The Tuckman model (forming–storming–norming–performing) – M</li> <li>• Psychometrics</li> </ul> <p>Creating teams that drive quantifiable change and improvement – HT &amp; W</p>

## Better results

Subject	Resources, thinking, tools, techniques and third parties
37) Business Excellence	<p>Working with top teams to develop robust, action orientated projects that deliver on Business Excellence. Tools might include:</p> <ul style="list-style-type: none"> <li>• The business excellence quick and dirty score card – T</li> <li>• The business excellence question set - E</li> </ul>
38) Working with the top team to determine exit / post exit strategy	<p>Tools might include:</p> <ul style="list-style-type: none"> <li>• The exit journey planner – E</li> </ul> <p>3rd parties include; Jarrovian Wealth management</p>
39) Working with the top team to determine what's my number?	<p>Tools might include:</p> <ul style="list-style-type: none"> <li>• What's my number? – M</li> <li>• The exit journey planner – E</li> </ul> <p>3rd parties include; Jarrovian Wealth management</p>