

Successful Business Cases

Improving the Customer Experience

- o Customer service best practices, improved client experience
- o \$2 NPV over 10 yrs., IRR: 86%, Payback period is 2 years



Accelerated Investment to enter New Markets

- o \$2m Investment plus \$850,000 grant to upgrade manufacturing processes. NPV \$16m
- o World's best practice, competing with imported products from the low cost Asian countries.

Customer Service Improvement

- o Investment for advanced planning and optimisation system - \$700k
- o 10% sales growth, 25% reduction in inventory and 50% reduction of aged stock



Equity Investment to Scale Up the Business

- o Equity investment from its new strategic partner - \$2m
- o Business growth over 200% in the first 2 years, through new channels to market and a non-refusable offer

Service Planning to meet Population Growth

- o Optimised the number and location of the customer service centres, and rebalanced the catchment areas.
- o Financial benefits NPV \$6.3m.



Business Expansion to enable Revenue Growth

- o New factory and office build to expand production capacity and capabilities.
- o Capital investment in new manufacturing delivering operational cost savings, increased production capacity and reduced overheads.

Make It Happen Building A Successful Business Case

Yicheng Fang



Make It Happen Building A Successful Business Case:

Making the Compelling Business Case W. Messner, 2013-11-26 Providing the necessary background information and hands on tools to build compelling business cases this book will increase the reader's capability to champion new business development ideas take them to senior management and facilitate the decision process by understanding the key theories and practices of finance and corporate investments

The Photographic Journal of America ..., 1915

Make Work Healthy John S. Ryan, Michael J. Burchell, 2023-03-28 Reach new levels of organizational productivity and achievement by redefining the phrase workplace health In *Make Work Healthy* a team of distinguished organizational transformation professionals delivers an insightful how to manual for improving organizational performance with a new approach to workforce management The book offers organizations leaders and managers with the knowledge data frameworks and methodologies they need to radically transform how they approach day to day operations into a sustainable and resilient business success model The authors focus on workplace health in a broad sense as a way of focusing organizational attention on culture building work capacity productivity and sustainability They explain the tangible business value that comes from focusing on wellbeing as well as the symbiotic relationship between organizational health and employee health *Make Work Healthy* includes Strategies for moving beyond typical wellness initiatives such as just addressing illness and absence reduction to a more holistic understanding of healthy work Ways to locate attract recruit and retain talent over the long term by aligning organizational goals with employee health Tactics to help managers of dispersed hybrid and remote teams manage feelings of pressure and isolation An indispensable effective and holistic new take on organizational and employee health *Make Work Healthy* will earn a place in the hands of managers executives board members and other business and human resources leaders who seek impressive gains in company productivity and fulfillment

Culture at Work G. Michael Barton, 2006

Making CASE Work John Parkinson, 1991 This book aims to set out an effective approach to the selection and introduction of CASE Computer Aided Software Engineering technology in commercial information systems development

Building Age and the Builders' Journal, 1923

Successful Agile Product Development: Secrets to Building the Best Products (Expanded edition) Dr. Roger Chou, 2025-11-10 Industries product development and processes worldwide have embraced a new paradigm in the VUCA era Agile Many Taiwanese companies follow the agile trend yet they discover questioned effectiveness of agile development due to cultural and mindset differences after implementation resulting in products not recognized by the market Product Owners often carry the responsibility of the product's development and successful marketing implying that Product Owners need expertise in agile development and marketing to create well received and successful products in the market Hence a classic Product Owner book tailored to the Taiwanese industry *Successful Agile Product Development The Secret to Building a Best Selling Product* was born This book could become the Wikipedia of Product Owners guiding individuals toward a clear path when they find themselves directionless in their role

Features of this book 1 Three hundred full color pages with one hundred fifty illustrations and fifty classic corporate case studies 2 The first classic Product Owner book in Taiwan that integrates agile mindset with marketing techniques 3 The book features insights from over twenty Product Owners across ten major industries whose experiences are consolidated into comprehensive principle based articles that analyze pain points and provide solutions 4 The Product Owner Toolbox includes a complete demonstration of techniques and tools and SOP instructions 5 An in depth analysis of the entire process from product development to market launch accompanied by explanatory case studies resulting in a visually engaging experience that fosters holistic understanding 6 The book design is user context oriented catering to novices and experienced professionals across various roles Those involved in product planning and editing can focus on conducting planning and product design to capture the target customers hearts effectively For project managers and Product Owners adopting agile learn the essence of three pillars three accountabilities three artifacts five values and five events to eliminate development bottlenecks For engineers or technical personnel collaborating with Product Owners understanding different leadership styles and collaboration approaches enables tailored solutions Advertising and marketing professionals who want to understand how to create buzz when promoting products can refer to the chapter on community management If you want to become a successful Product Owner you must attend the Product Owner skills and mindset section

Grids for Graphic Designers Gavin Ambrose,Paul Harris,2021-01-14 Focuses on the construction and ordering of the page and screen through the use of the grids This book explores not only how to construct grids but more fundamentally why a designer should construct grids at all It also explores key areas of grid design through a series of case studies juxtaposed by key creative basics

American Artisan ,1920 *Bulletin of Photography* John Bartlett, Frank V. Chambers, Francis Stapleton Chambers,1914 **Merchant Plumber and Fitter** ,1912 **Financial Review and American Building Association News** ,1904 Engineering and Contracting ,1922 Engineering-contracting and Roadmaster and Foreman Halbert Powers Gillette,1922 The Retail Druggist ,1921 The Spectator ,1925 The American Architect and Building News ,1890 *Professional Engineer* ,1928 **The Weekly Underwriter** Alasco Delancey Brigham, Henry Rogers Hayden,1928 **The Federal Cases** ,1895

Adopting the Tune of Expression: An Emotional Symphony within **Make It Happen Building A Successful Business Case**

In a world eaten by screens and the ceaseless chatter of instantaneous connection, the melodic splendor and emotional symphony produced by the written term often fade in to the backdrop, eclipsed by the relentless noise and disturbances that permeate our lives. Nevertheless, nestled within the pages of **Make It Happen Building A Successful Business Case** a marvelous fictional treasure full of natural thoughts, lies an immersive symphony waiting to be embraced. Constructed by a wonderful composer of language, that captivating masterpiece conducts viewers on a mental journey, skillfully unraveling the concealed melodies and profound affect resonating within each carefully crafted phrase. Within the depths of this poignant analysis, we shall explore the book's main harmonies, analyze their enthralling publishing style, and surrender ourselves to the profound resonance that echoes in the depths of readers' souls.

<https://splashdogs.com/files/book-search/index.jsp/Multiple%20Choice%20Questions%20Of%20Communication%20Skill%20And%20Personality%20Development.pdf>

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Make It Happen Building A Successful Business Case Introduction

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