

Operations

Service overview

What we do

Operational excellence is a critical aspect of business success and a vital competitive advantage. It drives cost savings and efficiencies, which can be reinvested in growth initiatives and new capabilities.

By continually improving processes and systems, companies increase their agility and responsiveness to changing market conditions, while also building a culture of innovation and continuous improvement.

Our primary focus in operations is on

- Category Management
- Lean Manufacturing
- Operational Marketing & Sales
- Pricing
- Product Development
- Supply Chain Procurement
- Talent Management

How we do it

1. Discovery

All collaborations begin with a strategic perspective and a holistic diagnostic, covering goals, structures, processes and people.

Deep, multi-dimensional understanding helps us identify key challenges as well as drivers of success, supporting development of tailored, actionable solutions.

2. Definition

Our operations specialists have over 15 years of first-hand executive experience at world-leading organisations.

From optimising pharma manufacturing to setting up international expansions – we help clients produce sustainable, value-adding solutions.

3. Delivery

We see solutions through – from ideation to implementation.

We work with the wider team to ensure that whatever is developed is also put to work. We also track efficiency and recommend ongoing improvements based on your organisational specifics.

Who is involved

1. Owners / Chief Officers

Depending on project specifics, top management may not be part of daily developments, but always engaged to align on goals and perceived challenges at hand as well as throughout key milestones.

2. Senior management

As effective operations depend on a multitude of teams and departments, sharing and competing for resources – we look at the organisation in its entirety and promote cross-functional collaborations.

3. Wider team

Many great solutions falter at deployment. Making sure that employees – across the departments and layers – embrace the solution and do their best to make it work – is as much part of any project as calculating ROI.

Expected outcome

- Increased efficiency: reduced waste & higher productivity, leading to lower costs & improved profitability
- Increased flexibility: easier for a business to pivot and adapt to new challenges & opportunities
- Enhanced customer experience: improved quality, faster delivery times, and higher customer satisfaction
- Improved competitiveness: ability to better respond to changing market conditions and customer needs
- Better decision making: improved operational insights support informed decision making
- Better employee morale: efficient operations lead to less stress & frustration for employees, increasing job satisfaction & motivation

About AVDO

We align resources, strategy & goals

With 500+ cross-industry projects since 2012, we help clients become more efficient, cohesive teams, increase the quality of their output, find new audiences, develop optimal business processes and organisational structures and optimistically embrace perpetual change.

Strategy

We help articulate & structure businesses and produce functional strategies across Finance, HR, Marketing and Digital

Operations

We help remove bottlenecks, develop processes and align resources for lean, sustainable operations

Transformation

We support teams in finding new markets, reinventing businesses and leveraging the ever changing landscape to their advantage

A different way of working

We differentiate by not producing solutions, but helping client teams to work through the problems and come up with optimal answers themselves.

In our experience, strategies developed that way are inherently understood, easily implemented and can be updated by the client without external support when required.

The new expertise increases the teams' value, while the mentorship structures we introduce make the growth continuous and sustainable.

Global expertise at your disposal

AVDO offers access to 90+ consultants with 15+ years of executive experience at leading companies across markets and industries, ranging from HR generalists to IT infrastructure wonks.

Absent a public directory, here is a snapshot. Our average specialist is 46, with 18 years of international experience, 6 of which at AVDO.

AVDO was designed as remote-first: with strong digital ties and a culture of collaboration. If a project requires narrow expertise or a global perspective, we can quickly find both within our wider team.

Working with AVDO, you tap into a wide international network with rich insights across a range of markets and subjects.

A banking project in Portugal can inform a hospitality transformation in Egypt – we make sure our institutional knowledge works to benefit – our team as well as our clients.

Our services

Strategy

- Organisation Design
- Business & Functional Planning
- Strategic Resource Direction
- Financial Strategy
- Operational Strategy
- Strategic Marketing
- HR Strategy
- Digital Strategy

Operations

- Lean Manufacturing
- Supply Chain Procurement
- Category Management
- Pricing
- Product Development
- Operational Marketing & Sales
- Talent Management
- Onboarding, training, development

Transformation

- Change Management Team
- Structural Transformation
- Operational Transformation
- Marketing & Sales Transformation
- Financial Transformation
- HR Transformation
- Digital Transformation

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