



Change Management

Claude is an autodidact of advance management concepts.

He is specialised in Business Transformation processes, which are the driving force for a real and effective Business **Change Management**: user real needs oriented!

DEMAND SIDE DRIVEN VALUE STREAMS MANAGEMENT

He is **practising** Business Transformation processes within the different business he is dealing with **since 1995**: Changing from a mechanical model (coming from the industrial revolution) to a concept based on "the 12 Vital functions" applied along the **VALUE CREATING CHAIN** and considering all the stakeholders generating the value: the **Client**, the **Shareholder**, the **Management & Employees** and the **Suppliers**!

<p>"mechanical" logic</p>  <p>"binary" logic: Yes / No</p> <p>"living organism" logic</p>  <p>The logic of the "12 vital functions"</p> <p><small>Prenma Consulting Claude Beauport - FRB (SMA) Consulting 3</small></p>	<p>"living organism" logic</p> <p>the living organism includes all the stakeholders acting along the Value Creating Chain</p>  <p>Client Shareholder Employees & Management Suppliers</p> <p>The logic of the "12 vital functions"</p> <p><small>Prenma Consulting Claude Beauport - FRB (SMA) Consulting 4</small></p>
<p>Visions & Targets</p> <ol style="list-style-type: none"> 1- Reaching Mobilisation 2- Projecting Vision 3- Anchoring Targets and evaluation system <p>Process & Infrastructure</p> <ol style="list-style-type: none"> 4- Developing Business Models generating values 5- Establishing infrastructure 6- Adapting the process <p>Market & Products</p> <ol style="list-style-type: none"> 7- Setting focus on customer 8- Developing new business field 9- Obtaining quantum spring through use of technology <p>Stakeholders & Organisation</p> <ol style="list-style-type: none"> 10- Establishing a motivation system for all stakeholders 11- Focusing on individual learning 12- Renewing the organisation 	<p>Key factor for change: the KPIs based on Balance Score Card conduct to Real Sustainable Development!</p> <p>Vision & Targets <small>consciousness</small> 3- anchoring targets & evaluation system <small>self discipline</small></p> <p>Balanced Score Card</p> <p>four major targets</p> <ul style="list-style-type: none"> financial customers needs process improvement learning & innovation  <p><small>Prenma Consulting Claude Beauport - FRB (SMA) Consulting 6</small></p>

You may view some presentations prepared by Claude on the subject



[Integrated Management](#)

[Business Transformation](#)

He does understand the **effectiveness** as per Covey's definition and operates accordingly!

Effectiveness: the 7 steps



You may view a presentation prepared by Claude on the subject



[The effectiveness](#)

Related to his experience in change management is **LEAN management**, you are welcome to view the relevant page: [Lean, Kaizen, 5S, Six Sigma, ...](#)

Some related documents prepared by Claude Beauport

N.B.: *click on the icons to get access to the document through an internet connection (required)*



Demand Side / Six Sigma (energy management oriented)

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Lean Enterprise

Claude Beauport based on J.P. Womack & D.T. Jones



The Effectiveness

Claude Beauport based on S.R. Covey



Key Account Marketing

Claude Beauport based on W.W. Lasko



Extract of "The Partenrship Concept" from Siemens AG

Claude Beauport based on Andreas Kley, Member of thr KWU Executive Management



Internationalisation versus Globalisation

Claude Beauport



Business Transformation

Claude Beauport based on F.J. Gouillart & J.N. Kelly



Business Vision and Mission for Enterprises in the Energy Sector

Claude Beauport



Integrated Energy Management

Claude Beauport



Integrated Management

Claude Beauport



Think differently

Claude Beauport

Some examples of realised projects:

- implanting the Hamon Business in India (from product driven to customer driven)
- transforming a spare parts division into a Customers Service Business Unit changing from selling parts into Performance Provider
- the energy/facility management from PRENMA Consulting is based on this Change Management concept: demand side value streams management
- supporting a Romanian Furniture Manufacture to change his global approach

Claude Beauport is an
Accredited Associate of the
Institute for Independent Business

The **Institute for Independent Business**
is a not-for-profit organisation.
Established in 1984 to provide "**practical advice that works**"



This document may also be viewed with all active links on internet at the address:
<http://www.prenma.eu/IM/ChangeM.htm>