

Attendance: tinyurl.com/Implementation2019

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Implementation and Risk Mitigations

Research



Implementation



Risks



Mitigants



Gather

- ❖ Case Prompt
- ❖ Client documents (website, online articles & reports)
- ❖ Statistics

Research

- ❖ Client industry
- ❖ Breakdown of your recommendations implementation wise
- ❖ Obstacles companies face or may face when implementing similar ideas

Analyze

- ❖ Feasibility of implementation
- ❖ Evidence of support for best plan
- ❖ Show how you considered any hole of your recommendations

Your implementation plan should be the “roadmap” of your recommendations

What your plan should include:

- ❖ Detailed breakdown of activities
[short term, long term]
- ❖ Costs/projected revenues
- ❖ Consistent time breakdown
[quarters, months, years. etc]
- ❖ Expected difficulties
- ❖ Check ins/maintenance of recommendations
[how do we/how often do we check to make sure the recommendation is being effective?]

Having a client centered implementation



Impactful



Relevant



Feasible

Incorporating Research

- ❖ Use ideologies such as Porter’s 5 forces to get a sense of integration time, feasibility, etc.
- ❖ Look at comparable companies and how long it took to implement similar recommendations
[Keep company size and scale in mind with this: ex Uber and Fasten]
- ❖ Dissect each recommendation into milestones

Creating a Timeline

Gantt Chart

Arrow or Classic Timeline

Table



Task	Start	End	Duration
Task #1	Nov-19	Nov-20	1 year
Task #2	Jan-20	June-20	6 months
Task #3	Jan-20	Jan-22	2 years
Task #4	Sep-20	Mar-21	6 months
Task #5	Jan-21	Jan-22	1 year

❖ Details ❖ Details ❖ Details ❖ Details ❖ Details

Pros

Ability to clearly show duration of each task

Aesthetically pleasing

Cons

Can be time-consuming to create if the timeline is detailed

(Often times can be a nice appendix slide)

Pros

Visuals clearly go from present to future

Aesthetically pleasing

Cons

Cannot visually show task duration

May run out of space on slide depending on detail

Pros

Ability to include a fairly detailed timeline

Concise, minimalistic layout

Cons

Can't show single time events (ex. launches)

No clear visual representation of task duration

Create an implementation plan for this recommendation:

A popular deli in a small town is looking to expand to capture growing demand. Since their deli has developed a strong brand, they are thinking of opening a pizza place sister location to diversify their offerings. Your team assessed the idea, and are recommending the expansion. How would you implement this expansion while considering the risks and goals of the client?

We recommend following this process:

- 1.) Be sure to consider the specific steps necessary to make this happen
- 2.) Research how long each step in the implementation would take
- 3.) Order the steps and create a visual representing your implementation

Create an implementation plan for this recommendation:

A popular deli in a small town is looking to expand to capture growing demand. Since their deli has developed a strong brand, they are thinking of opening a pizza place sister location to diversify their offerings. Your team assessed the idea, and are recommending the expansion. How would you implement this expansion while considering the risks and goals of the client?

1.) Consider the specific steps necessary to make this happen

- ❖ Securing funds (How will we raise money? That has its own implementation)
- ❖ Researching and choosing the property location (Thinking of demographics)
- ❖ Purchasing the property
- ❖ Marketing (How will you market this new location and for how long?)
- ❖ Property renovations (Depending on what you bought, how much needs to be changed?)
- ❖ Hiring and training new workers (How long is the training process?)
- ❖ Store opening

Example Problem (cont.)

Create an implementation plan for this recommendation:

A popular deli in a small town is looking to expand to capture growing demand. Since their deli has developed a strong brand, they are thinking of opening a pizza place sister location to diversify their offerings. Your team assessed the idea, and are recommending the expansion. How would you implement this expansion while considering the risks and goals of the client?

2.) Research how long each step in the implementation would take

3.) Order the steps and create a visual representing your implementation plan

Task	Start	End	Duration
Choose ideal location	May 15, 2019	August 15, 2019	3 months
Purchase property	Aug. 15, 2019	Sept. 15, 2019	1 month
Marketing	Sept. 15, 2019	Mar. 15, 2019	6 months
Renovate property	Oct. 1, 2019	Mar. 1, 2019	6 months
Hire and train new workers	Jan. 1, 2019	Mar. 1, 2019	2 months

Determining Potential Risks

Try to stay away from basic risks
such as:

- ❖ High costs
- ❖ Low revenue
- ❖ Investor buy-in

Instead, **hone in on specific issues** that could be caused as a result of your recommendation, such as



Tech Considerations

Possible
obsolescence
of new
technology

Cybersecurity
of new recs



Internal/External Impact

Lack of
training

Language or
cultural
barriers with
new partner



Federal Regulations

Tariffs and
trade policies

Exchanging
big data
between
countries

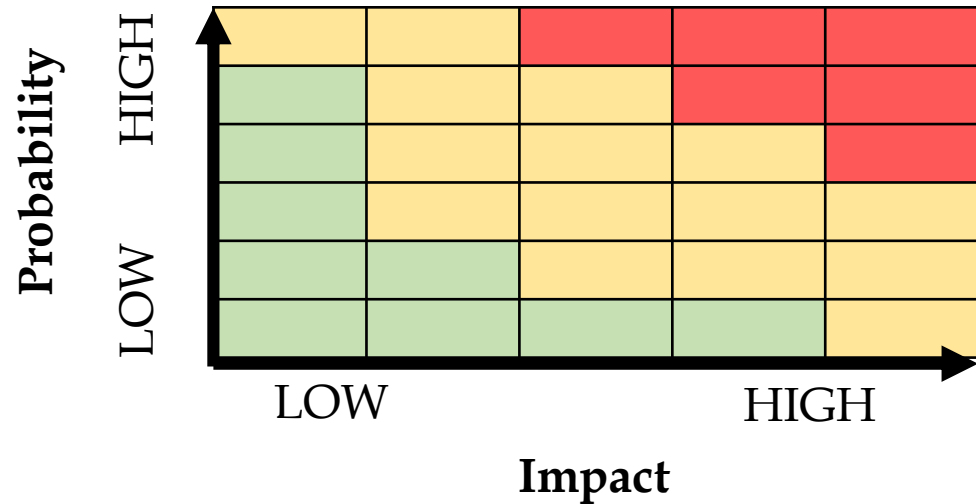


Social Reactions

New partner/
location has
bad brand
image

Work process
is expanded
country is
unethical

Risk Matrix



❖ **Green** represents low level risk

❖ **Yellow** represents medium risk

❖ **Red** represents high/critical risk

(avoid having more than one rec in this area)

How to assign impact on a risk matrix

To help determine a risk's impact on the company, here are some factors to take into consideration:

- ❖ Cost to the company/ initial effect on profit
- ❖ Ability to easily bounce back from or mitigate
- ❖ Technical performance impact (if applicable)
- ❖ Whether the company can function if the recommendation doesn't pan out

Determine Mitigation Strategy

Mitigations should be how you are **actively** taking steps to combat the risk at hand

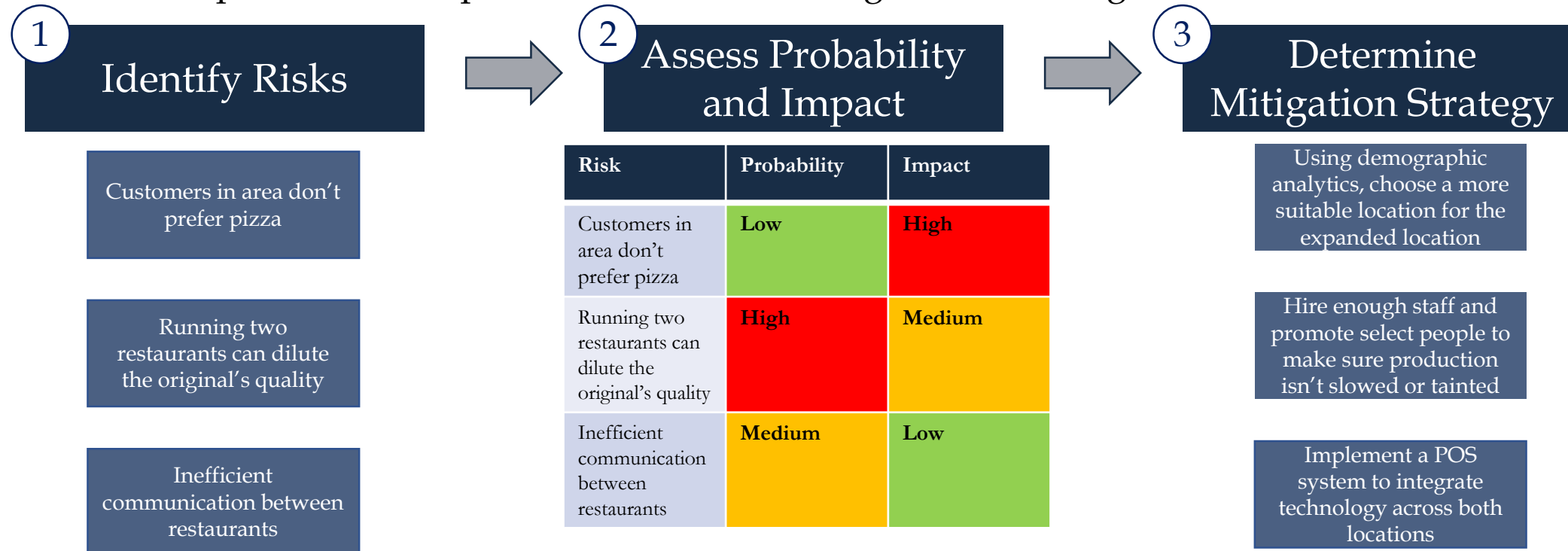
*This is your last chance in your deck to cover any holes your recommendation may have before the judges enter Q&A *



With this mitigation, it shows a way the company can use something they already have in their arsenal to combat a potential risk/scenario

Example

A popular deli in a small town is looking to expand to capture growing demand. Since their deli has developed a strong brand, they are thinking of opening a pizza place next-door to diversify their offerings. Your team assessed the idea, and are recommending the expansion. How would you implement this expansion while considering the risks and goals of the client?



Questions?

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