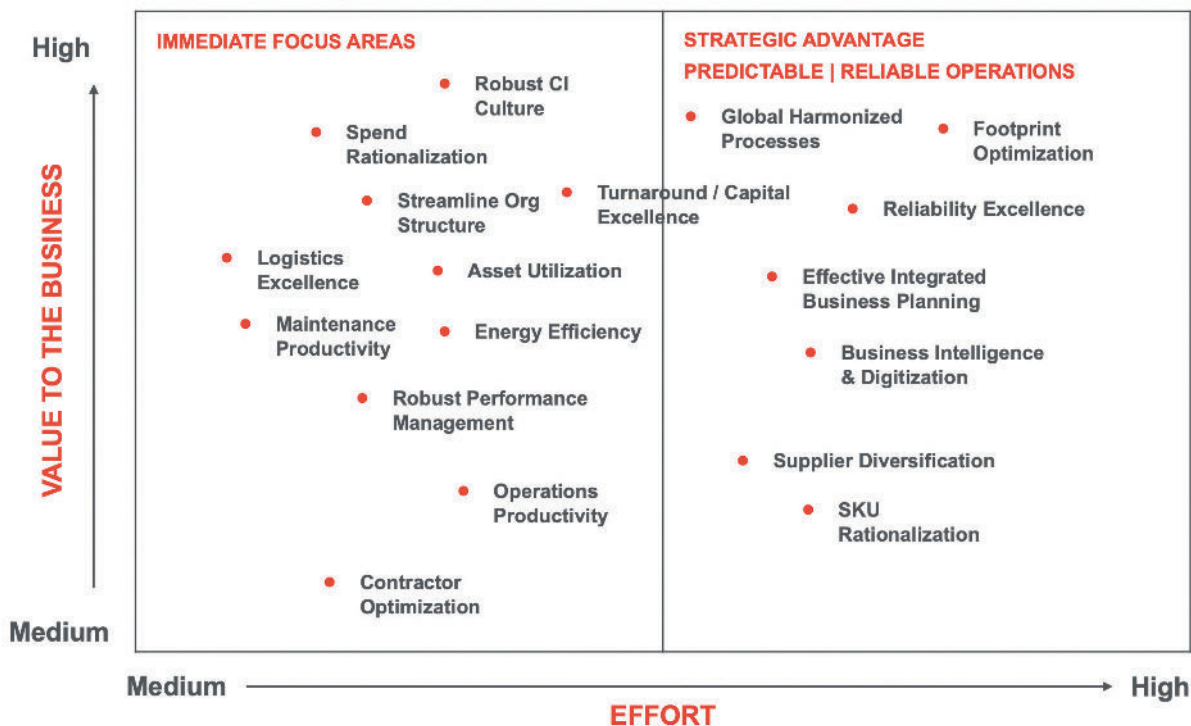




## Operational Excellence Value Creation Matrix



Source: Benchmarked from ARGO-EFESO Internal Database

The next step in your journey: Understand where you are on the Operational Excellence Value Creation Matrix (above) and accelerate your journey to improve business performance. Where necessary, implement strategically aligned near-term quick hit programs (Spend Rationalization, Contractor Optimization, Maintenance Productivity, Logistics Optimization) to achieve immediate gains. This may be necessary in some cases until you have developed a robust roadmap and implemented the right global standard work processes, agile organizational design, and effective performance management systems across the enterprise. This will improve your ability to predict and glide through market challenges, realize significant productivity gains, and improve financial performance.

Call to action: The recent Chemical Week / ARGO-EFESO survey of top executives from the chemical process industry found that over 60% of companies are less than satisfied with current Business Performance today, and only 33% believe they have robust Operational Excellence programs in place to weather the storm and create first mover advantage for the rebound. There is no better time than now to think strategically, define the case for change, and engage and empower your employees to implement the necessary changes to improve your operational and business performance. Down-cycles can be the best time to eliminate non-value activities, benchmark, examine and optimize your cost structure to significantly improve competitive performance.

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