

The Engine

What is the Engine?

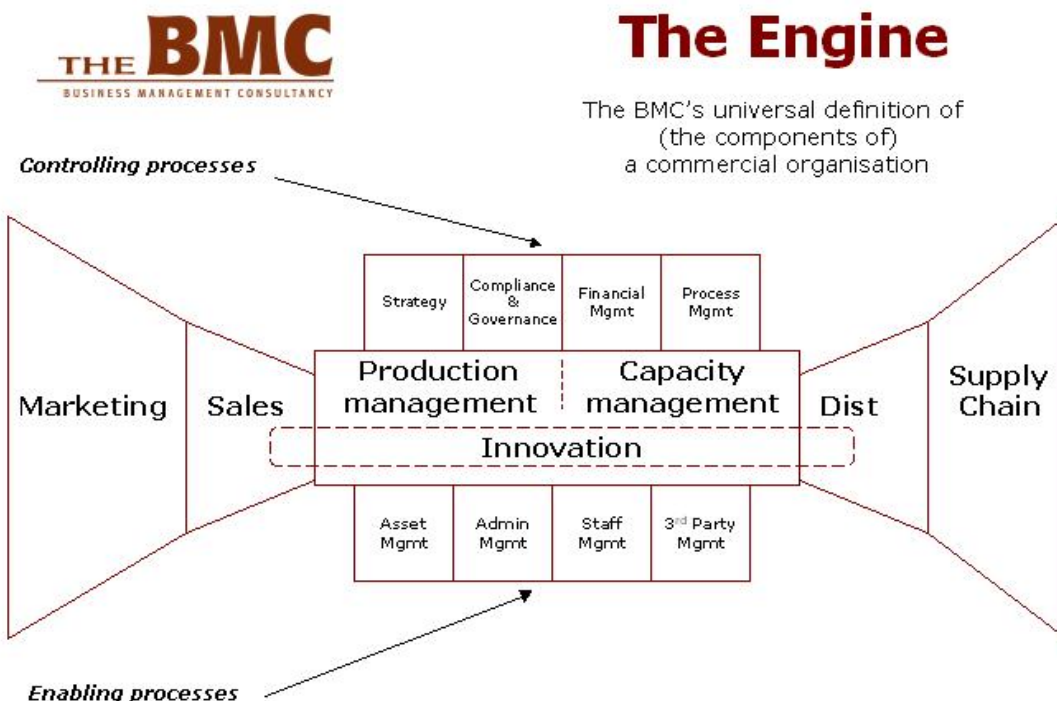
It is a pioneering concept unique to The BMC that defines the components of every commercial organisation. This makes our business support the most structured and effective around.

The Engine is defined by the needs generated by adding value and running that business. It clearly separates what you do from what you do to support your core activities.

The Engine is a commercial organisation seen from the perspective of what needs to be achieved – as opposed to the viewpoint of each person involved in doing it.

Every other way of looking at what could – and should – be done is biased by its standpoint.

- ❑ The Engine defines the needs of the organisation not its members.
- ❑ The Engine revolves around the needs of the customer.
- ❑ The Engine is driven solely by the value being added.
- ❑ The Engine is what you need to do.



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Continue below to find out how The BMC can apply this to your business!

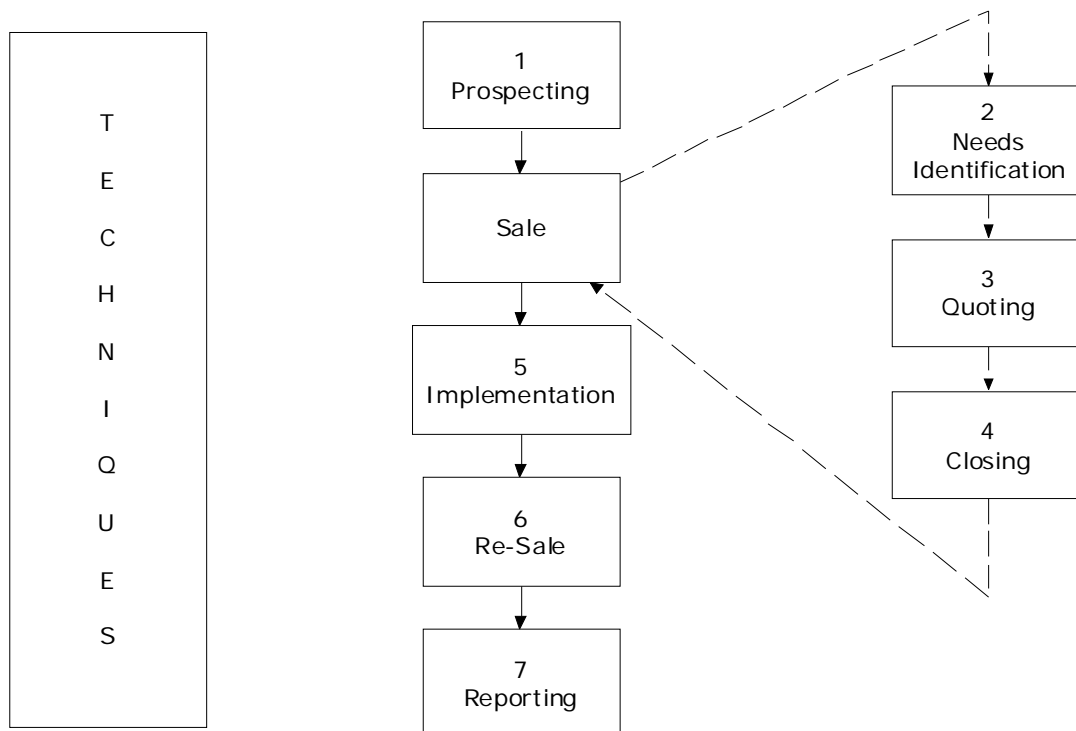
How does it work?

1. For each of the components above we have a further series of components (see Sales below as an example) which define the processes that must occur for it to function. We make choices appropriate to your business and then focus on them.
2. We know what those processes should be like, so we compare reality to the ideal, but we modify that ideal for the situation your business operates in.
3. This gives us an idea of what could be done; then we look at the opportunities, consequences and causes of what we see, and recommend what should be done.
4. As operations experts, we can make the improvements (Support), give you the expertise (Training) or ensure the change stays at the forefront (Motivation).
5. We can tell you what it will look like when it is done, too – and how to assess and prove it. Business is about building on the detail – and that's where we start.

We think improving business is about being comprehensive, structured and consistent.

So we listen to what you say, put it in the context of your business and give you an answer that comes from first principles and consistent expertise – The Engine!

It's the most qualified answer you could get to your most important questions.



The Engine shows how seriously we take doing business well – so try us..