



PERFORMANCE
AND DILIGENCE

Developing Business Competitiveness : Analysis, Training, Coaching and Implementation

Mandate

Enterprise Peninsula is an economic development agency that supports the businesses it serves. One of its objectives is to develop business competitiveness within the context of continuous improvement by focusing on supply chain, business [strategies](#) supported by action plans, development of management skills, the adoption of new technologies, [marketing](#), start-up and [project management](#).

Solutions implemented

The SIM team mandate was to perform a general analysis of the participating companies. After analysing the companies involved, SIM produced a summary of the training and [coaching](#) requirements, in terms of management systems, to be implemented in the second phase of the project.

Training courses were given in groups, as shown in the following table:

Group training	companies #
Performance indicators and dashboards	10
Cost and performance measures	10
Business strategy	10
Value-added production (LEAN)	10
Marketing strategy	10
Analysing financial statements et Budget control	10
Techniques de Problem solving	10

There was a total of 19 training days.

All the business leaders demonstrated a keen interest in developing their staff and wanted to implement proven techniques to increase the quality of their products and services. The SIM team of experts supported (coached) and implemented the management and production techniques necessary to achieve quality in accordance with market demands.

The companies involved in this project were:

- Les maisons suprêmes Inc.;
- Everest Plastik Inc.;
- Trifab Inc.;
- Acadie Presse Inc.;
- Métlantek Inc.;
- Les produits Pro-Mer Inc.;
- MAS Construction Ltd.;
- Eco-Technologies Inc.;
- Trusko Inc.;
- Thermopak Ltd.;