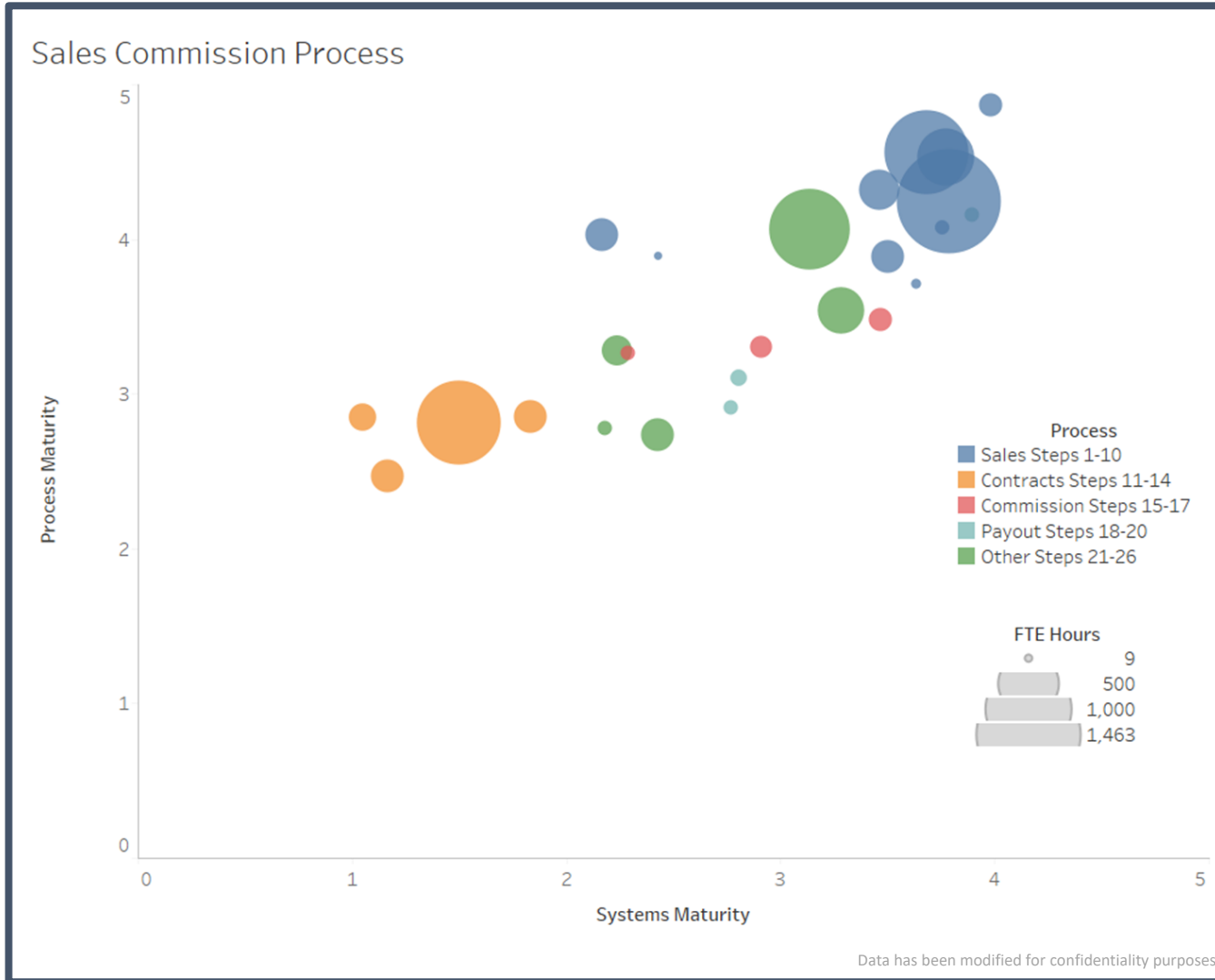


PROCESS ANALYSIS

Quickly pinpoint the pain points in a process



This client was experiencing difficulties in calculating sales commissions consistently and accurately. Rather than map the entire process flow, a higher-level analysis was conducted to evaluate, for each step of the sales commission process, the level of its system and process maturity. The number of hours involved in each step was also considered.

The analysis allowed the company to pinpoint which stage in the process the difficulties were occurring, and where and how to focus improvement efforts.

Copyright ©2019 by Berkeley Research Group, LLC. Except as may be expressly provided elsewhere in this publication, permission is hereby granted to produce and distribute copies of individual works from this publication for nonprofit educational purposes, provided that the author, source, and copyright notice are included on each copy. This permission is in addition to rights of reproduction granted under Sections 107, 108, and other provisions of the US Copyright Act and its amendments. Berkeley Research Group, LLC, including its subsidiaries, is not a CPA firm and does not provide audit, attest, or public accounting services. BRG is not a law firm and does not provide legal advice. BRG is an equal opportunity employer.