



How Beecon helped a 40 Million \$ Trading firm Transform its
business process [View our report >>](#)



Client

A \$40 million turnover company that is involved in Exports, Imports, Shipping / Chartering and Warehousing.

Problem Definition

A family – run organization that lacked a unified sense of business direction among the partners. There was no structured, regular communication channel among the partners/ from the partners to the stakeholders.

Challenges

As a result of being a traditional family business there was a lack of professionalism and discipline in the management and operations. There was a lack of role clarity in the top management. And once clarified, overseeing the necessary transition became a challenge.

Approach

Beecon ran a organization-wide Health Check. It was carried out through means of surveys, discussion forums and interviews to identify problems and assess the extent of repair. As a part of this exercise, the organization's Vision, Mission, Structure, and Policies were revisited.

Solution

Following the assessment, realizing that the highest need was to have a new board, Beecon helped put together a new functional board. It helped create a new management review system. And it also helped in devising the Annual Business Plan.

Value - Ads

This intervention helped gain a unified business focus across board and all through the Organization. Communication channels between the board, the family and the stakeholders were made more structured. Thanks to the new management review system, Beecon helped the company save additional costs that were incurred due to their erstwhile review system.