

BETTER EXECUTE

Issue Raised, “Sales are too low currently and it is going to hurt our cashflow numbers next month.”



Outcome, through the discipline of asking the 5 why questions the company identified it had dropped the ball on the continued use of the Risk Management Matrix tool and it left them exposed to vendor issues they could have (and will going forward) better manage the exposed to vendor issues they could have (and will going forward) better manage the vendor relationship.