

Reducing Lead Time of Installations to Accelerate Cash Flow

Security Products & Services

Scale: 200 employees | \$150M (USD) Annual Revenue

Adonis Partners helped a security solutions provider streamline installation workflows and eliminate operational bottlenecks, resulting in faster revenue realization.

- ✓ Overhauled operational performance and service quality across locations
- ✓ Accelerated revenue generation through pain point resolution
- ✓ Elevated the client experience with faster turnaround



20%

Improvement in
Time-to-Cash

2

Day Engagement

3

Days to Complete Value
Stream Mapping

A rapidly growing commercial security provider was in need of growth solutions to accommodate the changes it had undergone. Operational activity had more than doubled in a mere four years, causing pressure to shorten lead time between sales and completed installations. Current delays were slowing growth and impacting cash flow.

Adonis' expert consultants began by conducting a 3-day Value Stream Mapping (VSM) workshop wherein key bottlenecks and inefficiencies were pinpointed. The team analyzed each pain point and prioritized projects that would ultimately reduce time-to-cash.

Next a custom dashboard was designed to map the number of total services, completed services, new services, and closed services – by issue, state, location, and tech. Improvement initiatives were launched to address each of the specific pain points. The results were astounding, installation time down significantly, client satisfaction numbers skyrocketing, a 20% improvement in time-to-cash, and a noticeable uplift in installation quality. With faster revenue realization in place, the client was ready to continue scaling operations and growing profitability.