

Is Incremental Growth Aligned with Process Capability?

Incremental sales that push revenue above your annual plan have significant positive impact on financials. With fixed costs covered, this additional business drops a disproportionately high number of dollars to the bottom line setting your business up for a great year.

To realize this positive financial result, the demand variability from the incremental growth must align with your process flexibility. If not, you will lose the anticipated additional profits and disrupt stable processes. The results would be high levels of process waste and low levels of process performance across the whole operation. More becomes less. The key is to keep incremental growth aligned with process capability.



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