

Business Process Blueprint

- FY27 and Beyond

Design how your Business should run — *for Predictable Growth*



A 9-HOUR, HANDS-ON LEADERSHIP WORKING INTERVENTION

For Industrial Engineering, Automation & Machine-Building businesses

If your business feels busy... but growth feels unpredictable...

This program is designed for you.

- Teams are working harder each year
- Leaders are firefighting daily
- Execution depends on individuals
- Planning exists, but outcomes vary

The issue is not effort.

The issue is the absence of a structured business operating system.

BPBP CORE PROMISE

By 6 PM, you will not walk away with ideas.

You will walk away with a working Business Process Blueprint – unique to your organisation.

This blueprint becomes your foundation to drive:

- structured execution
- aligned leadership decisions
- stronger ownership
- predictable performance

PROGRAM FORMAT SNAPSHOT



Duration: 9 Hours
(1 Day Intensive Workshop)



Delivery: 3 Experienced Coaches + Full Handholding



Format: Self-directed working workshop (not presentation-based)



Tools: Blueprint Framework + Workbook + AI prompts



Audience: CEOs | Directors | Sales Leaders | Business Heads

WHY THIS PROGRAM / THE BUSINESS REALITY

WHY BPBP?

Most businesses don't have a growth problem.

They have a business process problem.

Even successful organisations struggle because:

- Targets are clear, but execution is inconsistent
- Teams are busy, but priorities are scattered
- Sales is active, but delivery is delayed
- Reviews happen, but learning doesn't happen
- Leaders are involved everywhere

Over time, this creates:

- Margin pressure
- Cash flow unpredictability
- Delayed commitments
- Leadership fatigue
- People dependency

THE CXO REALITY CHECK

If you are facing any of these, BPBP is relevant:

- Growth depends heavily on a few individuals
- Internal coordination consumes leadership time
- Sales and execution operate independently
- Performance reviews repeat the same issues
- Customers demand faster response and reliability
- Forecast accuracy remains weak
- Working capital pressure keeps increasing

THE SHIFT BPBP CREATES

BPBP is designed to create a visible shift in one day:

Before

- Firefighting leadership
- People-driven execution
- Confusion across functions
- Reviews track numbers
- Planning stays on paper
- Growth feels unpredictable

After

- System-led leadership
- Process-driven execution
- Ownership clarity
- Reviews improve systems
- Execution rhythm built
- Predictability improves

A LEADERSHIP PERSPECTIVE

When effort increases but results don't, structure is missing.

WHAT YOU WILL LEARN AND IMPLEMENT (TOOLS + DELIVERABLES)

BPBP is not a training program.

It is a **business design working intervention.**

During the workshop, you will complete and take back

1. Business Process Blueprint Framework

A structured framework showing how your organisation should run:

- People
- Process
- Product / Solution
- Performance & Productivity

2. End-to-End Business Process Map

A complete view of business flow from:

- **Strategic Direction → Sales → Execution → Cash → Review → Improvement**

3. List of Core Business Processes (Partial...)

A clear list of processes that must exist for predictable growth, including:

- Strategy & Business Direction
- Marketing & Brand Building
- Sales & Opportunity Management
- Key Account Management & Customer Retention
- Inventory & Material Management
- Quality Management System
- Documentation & Knowledge Management
- Finance & Cash Flow Governance
- HR & People Development
- Productivity & Performance Management
- Leadership Governance & Organisational Rhythm
- Risk, Compliance & Business Continuity
- Innovation & Future Readiness

4. Ownership & Accountability Structure

You will build clarity on:

- who owns what outcome
- who drives execution
- what gets reviewed
- what gets escalated

5. Execution Review Rhythm Template

A ready review system that covers:

- weekly review structure
- monthly performance review
- pipeline + execution integration
- leadership decision cadence

6. AI-Based Implementation Prompts

You will receive AI prompts and ideas to support:

- process redesign
- performance tracking
- role clarity
- communication rhythm
- improvement projects

7. Workbook + Tools Pack

A structured workbook that becomes your:

- workshop navigation guide
- progress monitoring sheet
- implementation reference tool
- future planning support system

WHAT MAKES BP² DIFFERENT

BP² is Not:

- A motivational session
- A presentation-heavy workshop
- A generic business planning program
- A consultant-driven template exercise

BP² is:

- Outcome-driven
- Hands-on and structured
- Built for industrial businesses
- Designed to reduce leadership firefighting
- Designed to create execution predictability

IMPORTANT ASSURANCE

NO NEED TO SHARE CONFIDENTIAL COMPANY DATA.

You build your blueprint privately with guided structure.



HOW IT WORKS / WHO SHOULD ATTEND / NEXT STEP

HOW BPBP WORKS (10-HOUR FORMAT)

BP² is designed in a **What - Why - When** - How flow to ensure clarity and action.

Workshop Experience

- Guided working blocks
- Self-directed blueprint creation
- Tools + frameworks applied immediately
- Group discussions only where required
- Continuous coach facilitation and handholding

This ensures every participant makes real progress inside the workshop.

6 DEEP DIVE BUSINESS PROCESSES

1. Business direction & FY priorities
2. Execution / delivery system
3. Margin governance system
4. Cash flow & working capital system
5. People system (hiring + onboarding + coaching)
6. Sales & opportunity conversion system



Fix these Six, the business begins to scale.

WHO MUST ATTEND



BP² is designed for leaders responsible for growth and execution:

- Business Owners & Managing Directors
- CEOs & Directors
- Sales Leaders & Business Heads
- Operations / Execution Heads
- Senior leaders driving FY27 planning

Ideal for:

Industrial Automation | Engineering Products | System Integrators | OEMs | Machine Builders | Distributors

WHAT YOU WILL FEEL BY THE END OF THE DAY

By 6 PM, leaders will walk away with:

- clarity on what must change
- a structured operating system view
- ownership and review rhythm defined
- a working blueprint ready for rollout
- confidence to implement with the team

POST-WORKSHOP IMPLEMENTATION CLARITY (30 DAYS)

BP² includes a structured roadmap for implementation:

- Week 1:** Leadership alignment and ownership clarity
- Week 2:** Process rollout and communication rhythm
- Week 3:** Review cadence setup
- Week 4:** Execution stabilisation and improvement loop

FINAL COMMENTS

BP² helps industrial leaders convert targets into a working business operating system — with clarity, ownership, and execution rhythm.

ABOUT BRIXEN

BrixEn partners with Industrial Engineering and Automation companies to build: **Sales capability | Leadership clarity | Execution systems | Growth structure**

READY TO BUILD YOUR BUSINESS PROCESS PLAN - FY27 AND BEYOND

Join our structured Business Process Blueprint Workshop and build predictable growth in **FY27**

Program Details:



10th April - Pune
18th April - Bangalore



English, Tamil & Hindi

Enroll Now



~~₹14999~~ **₹7999/-**
+18% GST

