

**Operational Alchemy**  
Unlock Your Competitive Edge

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From Unpredictable to Unstoppable



We specialise in **productivity improvement** in technically complex, heavy industries like manufacturing, mining, engineering and infrastructure.

**For over 20 years**, we have helped our clients **sustainably** improve their operations and **bottom line by 10% - 40%**.

### Industry-Recognised Expertise

- Invited to speak on expert panels
- Invited to present client case studies at industry events

### Award-Winning Client Projects

- Our partnerships have led to recognition for clients
- Delivering tangible, award-worthy improvements

### A First Principles Approach

- Unique methodology rooted in fundamental truths
- Process designed for sustainable success, long after we've left

*In the realm of industry titans, a Competitive Edge is not just an advantage,  
**it's the only sustainable strategy***

## Trusted By





# Most Organisations....

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**Lack the capability** to consistently realise their ambitions –from quarterly guidance to multi-year strategic initiatives.

**This shows up in three common ways...**

<b>UNPREDICTABLE/ INCONSISTENT PRODUCTION</b>	<b>FAILED IMPROVEMENT INITIATIVES</b>	<b>INCREASING WORKFORCE HEADACHES</b>
Operations are constantly lagging plans, unable to reliably hit production targets, market guidance, or delight customers.	Projects are overspending, underdelivering and eroding confidence. They also fail to realise the promised ROI.	Declining productivity metrics, accentuated by low employee engagement, high turnover rates and increasing contractor management.

Overall, operational costs are **eroding profit margins** and the workforce is becoming increasingly disengaged, all while **the market expects more**.

The risk of **losing market share**, becoming the victim of **a hostile takeover** or forced into an early **shut-down** are only increasing...



# But, There's A Good Reason Most Companies Have Dug Themselves Into A Hole...

<b>SILVER BULLET SOLUTIONS</b>	<b>CHANGE RESISTANCE</b>	<b>LIMITED RESULTS</b>
Many organisations fall into the cycle of implementing short-term solutions that fail to address root causes.	Without proper guidance, transformation efforts often face internal resistance and eventually stall.	Failing to effectively align, communicate and implement strategies across the organisation.
<b>UNMANAGED RISKS</b>	<b>A LACK OF LEADERSHIP</b>	<b>PIECEMEAL APPROACH</b>
Inadequately addressing the full scope of potential threats and vulnerabilities, such as low internal capabilities.	Poorly lead and managed improvement initiatives can drain resources without delivering tangible results.	Failing to recognise the need for holistic, sustained organisational change.

*So, what's the answer?*

# The Limitless Organisation

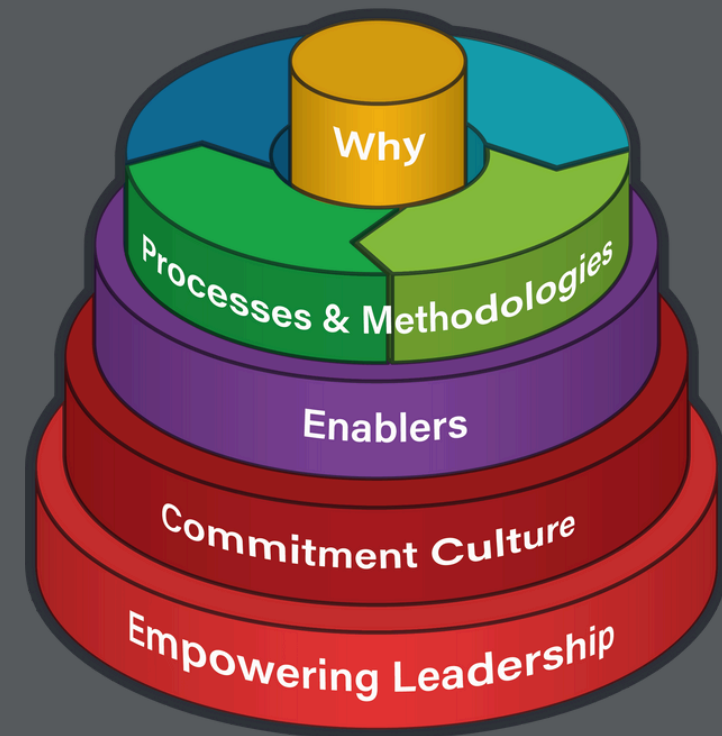
Think about every sport's movie you've seen, the team goes back to basics. By **doing less**, not more, and **focusing on the fundamentals** of their sport, they **consistently improve** their results.

Done right, you can do this:

- **Without disrupting operations.**
- **Leverage quick wins** to create a runway for long term, sustainable success that's not reliant on key individuals or big CAPEX spend.

Having observed and studied operational performance for over 20 years, we have discovered that **Limitless Organisations** focus on the integration of 5 fundamental interactions....

Most solutions are piecemeal, addressing issues in isolation. Our holistic approach recognises the interdependent nature of technically complex, safety-critical, capital-intensive organisations.



A system is never the sum of its parts, it's the product of their interaction – Russell Ackoff

# The **Cost** Of Getting It Wrong

If these problems persist, organisations risk becoming irrelevant or uncompetitive. They'll miss out on market opportunities, struggle to attract top talent, have low levels of engagement, and fail to achieve their strategic ambitions.

## RATES OF FAILURE

- >70% of improvement projects fail in mining (**PROSCI**, 12th Edition Report)
- 70-90% of M&A fail to achieve their objectives (**HBR**, March 2021)
- 70-90% of companies fail to execute their strategy successfully (**HBR**, December 2023)

## THE COST OF MISSING MARKET GUIDANCE

- Falling share price
- Inability or more expensive to raise capital/debt
- Losing your market premium
- Losing your management premium
- Increased risk of a hostile takeover
- Increased risk of shareholder activism

# The **Benefit** Of Getting It Right

The good news is that predictable problems and pitfalls mean predictable and proven solutions.

We provide the knowledge, skills and tools that enables:

- Increasing your organisational capability,
- Unlocking your full potential,
- Avoiding a never ending series of failed projects, and
- Avoiding an operation held together by band-aids.

Organisations with high level engagement compared to those with low level engagement:



**2.5x**  
Greater Revenue  
Growth



**2x**  
Annual Net  
Income



**62%**  
Less  
Accidents



**50%**  
Less Absence  
Days



**40%**  
Lower Employee  
Turnover



**24%**  
Higher Net  
Promoter Score



**18%**  
Higher  
Productivity



**12%**  
Higher Customer  
Advocacy



# Are You Ready To...

## SCALE PRODUCTION

Consistent and predictable operations. Meeting or exceeding targets becomes almost effortlessly routine, without undue strain on individuals or teams.

## SET THE STANDARD

Become the industry benchmark. Attract top talent and innovate faster, with higher quality and lower costs than competitors.

## MAKE A DIFFERENCE

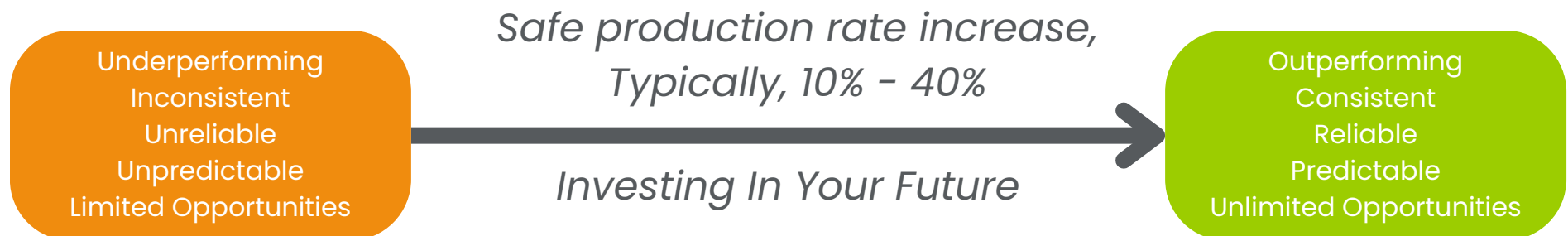
Achieve your vision whilst maintaining strong relationships with your people, suppliers, regulators, clients and community.

Only by mastering the basics are **remarkable operations** possible.



# The Competitive Edge Blueprint

P H A S E	DISCOVERY (2-4 Weeks)	ALIGN AND PREPARE (2-4 Weeks)	TRANSFORM! (4-Month Cycles)	CULTIVATE EXCELLENCE
	FROM \$50K	FROM \$100K / MONTH	FROM \$100K / MONTH	FROM \$20K / MONTH
P U R P O S E	<ul style="list-style-type: none"> <li>Baseline your current <b>COMPETITIVE EDGE</b></li> <li>Develop your <b>GAME PLAN</b>: Identify the priorities and <b>QUICK WINS</b> of your transformation</li> </ul>	<ul style="list-style-type: none"> <li>Alignment, commitment and buy-in around your <b>VISION</b> for the future</li> <li>Establish <b>OPERATIONAL IMPORTANCE</b> across the business</li> <li>Set people up for <b>success</b></li> </ul>	<ul style="list-style-type: none"> <li>Remove organisational <b>LIMITATIONS</b></li> <li>Increase operational <b>CAPABILITY</b></li> <li>Embed strong operational <b>FOUNDATION</b></li> </ul>	<ul style="list-style-type: none"> <li><b>COMPOUNDING RESULTS</b></li> <li><b>STRONG</b> foundation</li> <li><b>HIGH</b> operational capability</li> <li>Write your own rules, play the <b>INFINITE GAME</b></li> </ul>
W H A T	<ul style="list-style-type: none"> <li>Pre-site survey (remote)</li> <li>On-site investigation</li> <li>Team dynamics and change readiness assessments</li> </ul>	<ul style="list-style-type: none"> <li>Enlist and educate change leaders and champions</li> <li>Define tactical plans</li> <li>Pursue quick wins</li> </ul>	<ul style="list-style-type: none"> <li>Done with you, not at you</li> <li>Upskill workforce (contextual training)</li> <li>Establish best practices, processes and behaviours</li> </ul>	<ul style="list-style-type: none"> <li>Embed the Employee Lifecycle</li> <li>Develop and deploy your governance program</li> <li>Identify next opportunities</li> </ul>

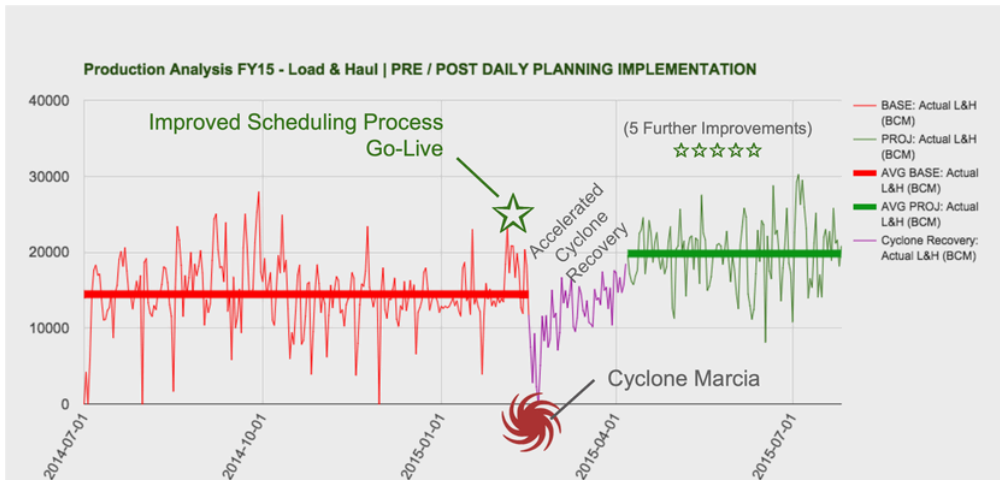




# Case Studies

## Small Gold Mine Lifts Production By 37%

- 37% Combined Throughput Improvement
- >10:1 ROI in first Year
- Improved Execution Reliability
- Increased Collaboration / Reduced Silo Behaviour



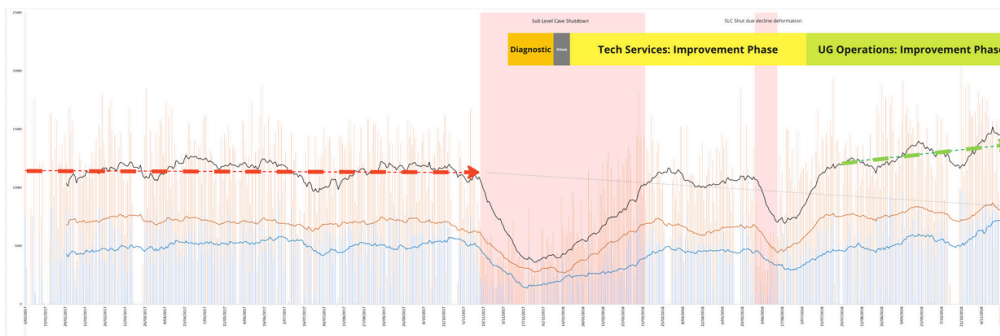
General Manager, Mount Rawdon  
Operations, Evolution Mining

We initially introduced First Principles Consulting to our business in 2015 at Mt Rawdon. At the time, we were looking to strengthen our operations base and develop a cohesive management team with the use of effective processes and efficient tools. Over the years since then I have both further engaged and recommended FPC for a number of projects as well as co-presented at conferences with Mark Franklin, FPC Director.

FPC is a flexible and agile firm, and an early adopter of emerging techniques and technologies.

## Large UG Gold Mine Lifts Production By 24%

- Systematic Approach Drives ROI
- Silos Busted Between Planning + Production
- Data, Processes, Comms, Mindset Improvement focus



The FPC team have helped unlock great value for our mine by assisting my team to improve our systems and build easy visual tools to track and monitor performance. This has facilitated a step change in our ability to identify and address key bottlenecks and to highlight opportunities.

First Principles also worked with the department supervisors and leaders on behaviours and practices across the teams on continuously improving. We have seen an uplift in all areas of the department's performance, which has paid back the invest multiple times over.

UG Mine Manager, Telfer,  
Newmont

## Discover your Edge

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Take our **FREE**, instant assessment and receive your personalised PDF report.

<https://score.firstprinciplesconsulting.com/>

- ✓ Engaged Employees
- ✓ Predictable Outcomes
- ✓ Limitless Opportunities
- ✓ Reliable Operations
- ✓ Consistent Delivery



info@firstprinciplesconsulting.com



www.firstprinciplesconsulting.com



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