

An aerial photograph of a massive open-pit mine. The mine's walls are terraced into distinct horizontal layers, showing different geological strata in shades of brown, tan, and grey. In the foreground, a large, dark, conical pile of material sits on a flat, dusty surface. To the right, a complex of industrial machinery is visible, including a tall, lattice-structured conveyor system and various processing units. A small white vehicle is parked on a road near the machinery. The overall scene depicts a large-scale industrial mining operation.

Achieving and
sustaining the
full potential of
your business –
how to get started

dss⁺

Protect. Transform. Sustain.

Full potential diagnostics

Companies understand the need to transform their business to achieve better performance, maintain competitive position and enable longer term sustainability. Gaining a deep understanding of the business full potential and the key levers that enable the transformation is the first critical step in the journey. In addition, ensuring the leadership team is fully aligned on "what good looks like" and overcoming the early "activation energy" required to create momentum in the organisation are critical success factors to catalyse change.

At dss+, we have collaborated with numerous clients globally to help prioritise the critical value add initiatives, develop an integrated plan to drive the business transformation and generate both the commitment and momentum to start the journey.



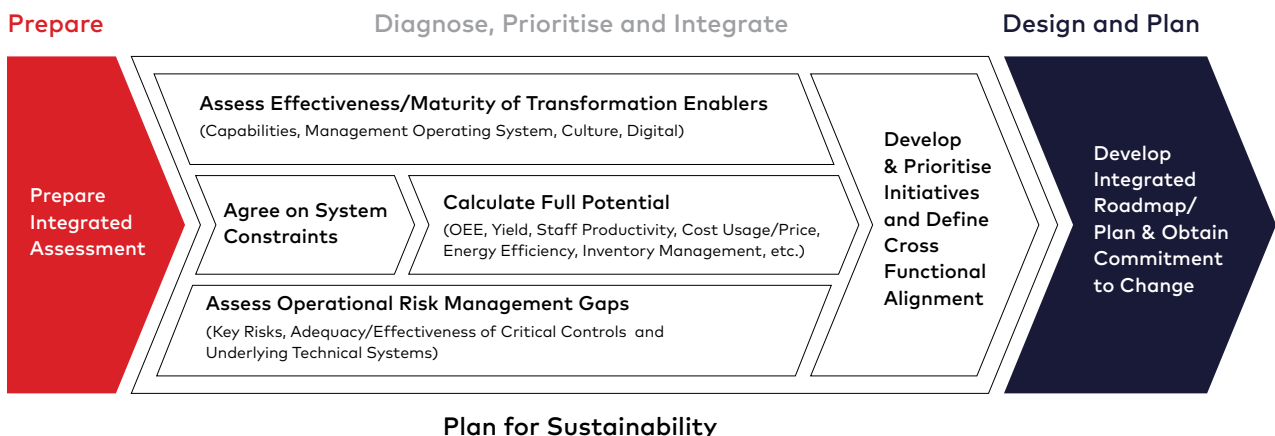
How to get started?

Knowing your full potential and how to get there

Having strong alignment among the leadership team on the business full potential and on the priority initiatives, resources and organisational enablers required to achieve and sustain this full potential is critical for success. We partner with clients to develop and drive alignment on a robust, comprehensive business case to achieve and sustain a step change in business performance by addressing the key drivers of value for your business, typically:

- 1 Volume:** where are the constraints in the value stream and what is the full potential volume of the right quality that can be achieved without significant capital expenditure?
- 2 Cost:** what are the realistically achievable operating, working capital and sustaining capital costs required to support the increased volume?
- 3 Risk:** what are the key risks to be further mitigated to minimise impact to people and environment, disruption to operations, and maintain social license to operate?
- 4 Enablers:** is the level and maturity of current capabilities, organisational culture (mindsets & behaviours), management operating system and digital capabilities aligned with what is required by the organisation to achieve and sustain its full potential?

The dss+ approach to Full Potential Diagnostics leverages proven methodologies and tools; further, it is anchored in hands-on industry experience and understanding of key risks, value levers and the operational environment. We work collaboratively with our clients to ensure that there is understanding and ownership of the business full potential goals, initiatives and roadmap. We approach the diagnostic as a first step of the broader capability enhancement journey.



What does a full potential diagnostic give you?

In a short timeframe, our Full Potential Diagnostic provides you with:

- Clearly defined improvement goals that map to the quantifiable full potential and associated time frames.
- A set of high value improvement opportunities to be addressed via a value accelerator approach to fast track early results
- An actionable roadmap for sustainably transforming the business that prioritises and integrates key initiatives and is fully owned by the management team
- Senior leaders engaged and supporting site(s) with a clearly defined leadership vision of what good looks like and shared confidence that the roadmap will deliver the benefits
- A clear view of the resources required to deliver the planned improvement initiatives.

We have completed Full Potential Diagnostics at numerous clients globally and helped them to achieve and exceed target results through focused implementation.

1

Gold mining
Australia



+79%

improvement in material mined/moved with existing/planned fleet through productivity, utilisation, maintenance and mine plan/haul road optimisation.

2

Copper mining
Canada



Doubled production in 9 months and

\$50m

annualised EBIT improvement achieved.

3

Nickel mining
Australia



14%

Metal production increase in 12 months.

9%

reduction in variable costs.

38%

reduction in contractor costs.

4

Iron Ore Mining
Sub-Saharan Africa



11%

Capex reduction for greenfield iron ore mine.

5

Gold mining
South Africa



-35%

unit cost reduction diagnosed. Reduction targets were achieved & surpassed in 6 months. Reset 'full potential' targets for following year.

6

Coal mining
Australia



Identified

>\$950m

pa full potential with \$445m year 1 annualised full potential.

\$187m

cash delivered in 1st year.

What makes a dss+ full potential diagnostic impactful?

- **An integrated approach to drive a step change in operational and HSE performance:**

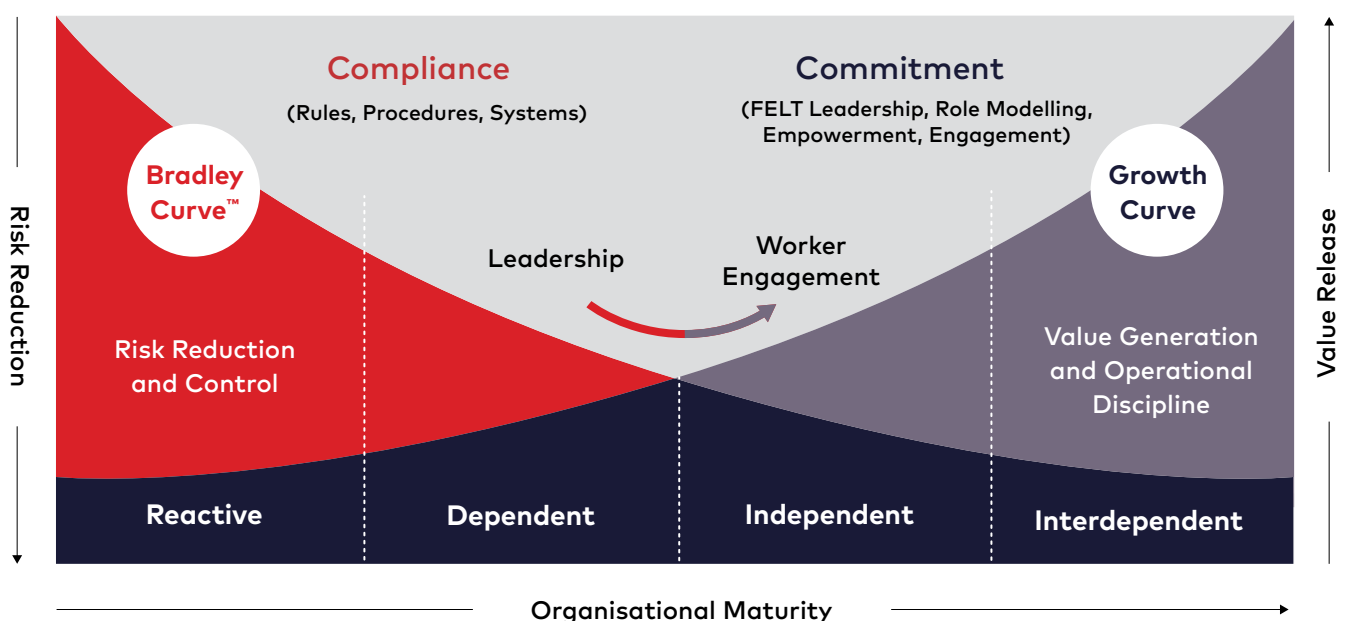
We know that strong core values and excellence in safety are foundational for top quartile sustainable business performance. We leverage our industrial heritage and deep understanding of both key value and risk drivers in the operations of our clients to help enhance both operational and HSE performance.

- **Achievable goals and actionable plan grounded on the operational reality:**

We work closely with your teams to co-define the performance goals and transformation plan, to ensure they are achievable, and that they consider the current operational reality, prevailing culture and capability in the organisation. We integrate the various existing initiatives to streamline effort and help driving focus in the organisation to achieve the results.

- **Relentless focus on cultural change and capabilities for sustainability:**

We know that achieving short term improvements is often easy. Sustaining them over time is a much bigger challenge. We leverage our hands-on experience and relentless focus on culture change and capability building to accurately determine your organisational maturity and planning for sustainability right from the beginning.



dss+ Bradley Curve™ – Organisational maturity to achieve and sustain full value



Protect. Transform. Sustain.

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