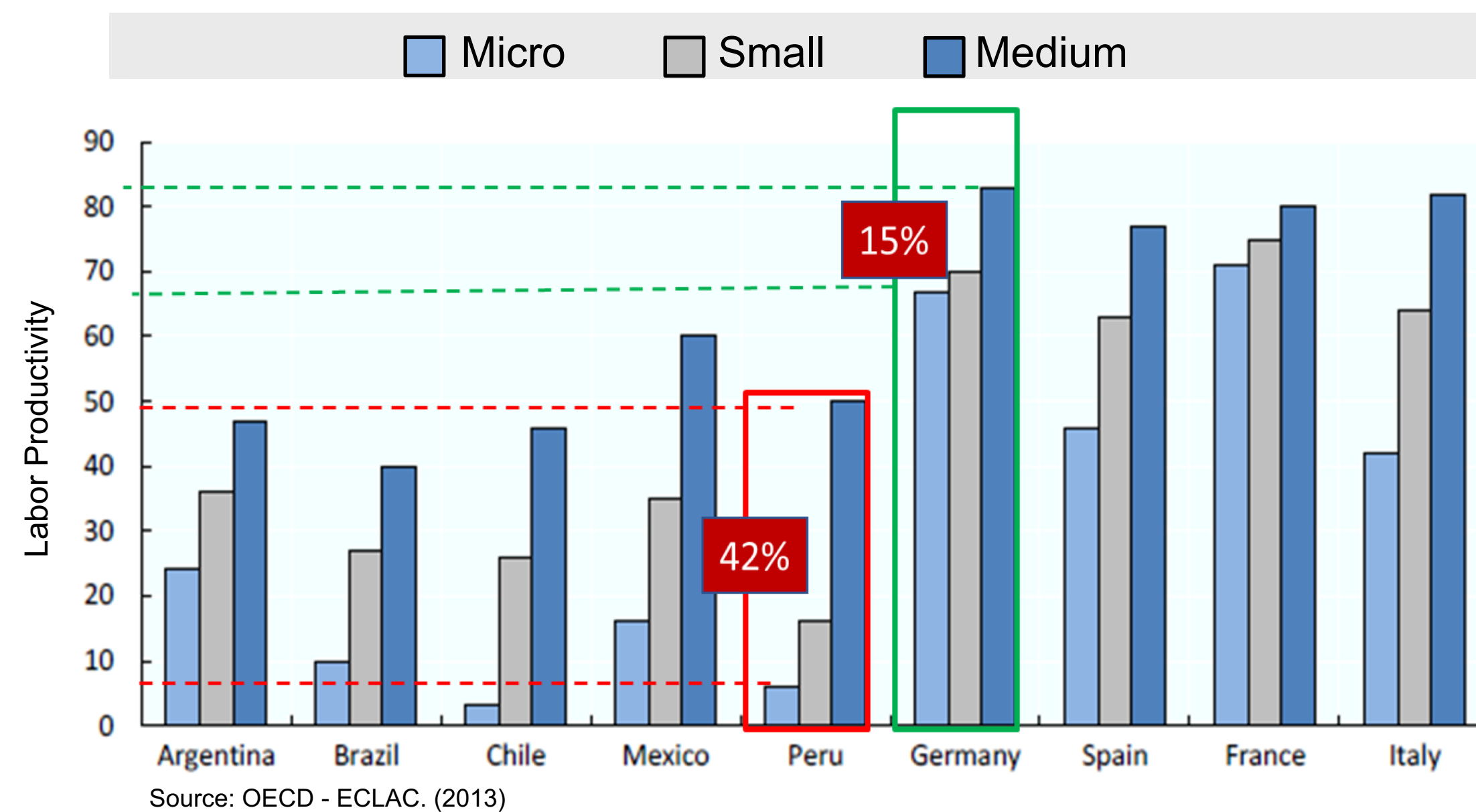


The \$100 dollar question: Finding quick wins for micro companies

Motivation / Background

- > **99%** of companies in Latin America are Micro Small
- > High **productivity gap** between Micro and large firms



Key Question / Hypothesis

What Supply Chain **practices** should be **prioritized** to achieve quick wins, in a scenario of **resource scarcity**.

Methodology

Literature Review

Workshop with Companies

Data Collection

Analysis and Framework



Source: Boletín Sumando 2012 - N° 48 - Grupo ACP - Perú

The Problem

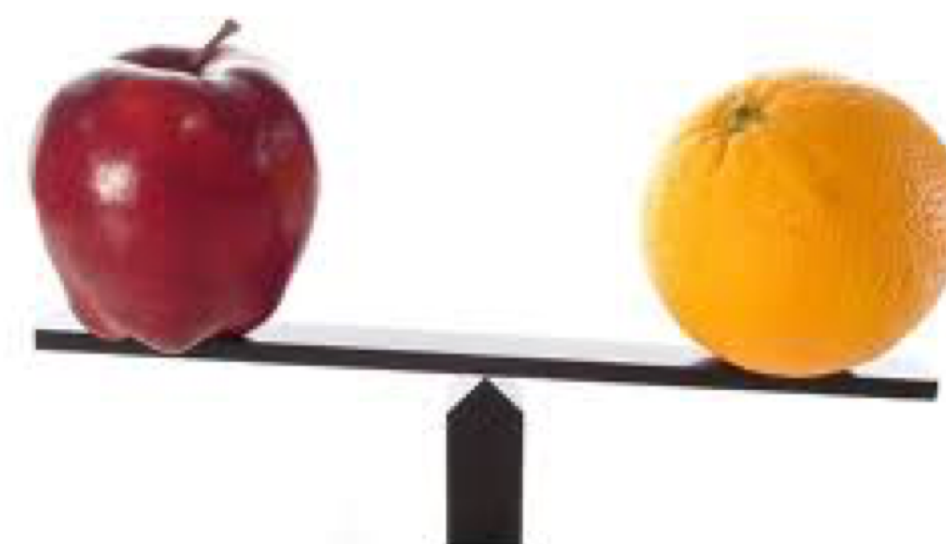
Limited Resources



Practices tailored for big firms



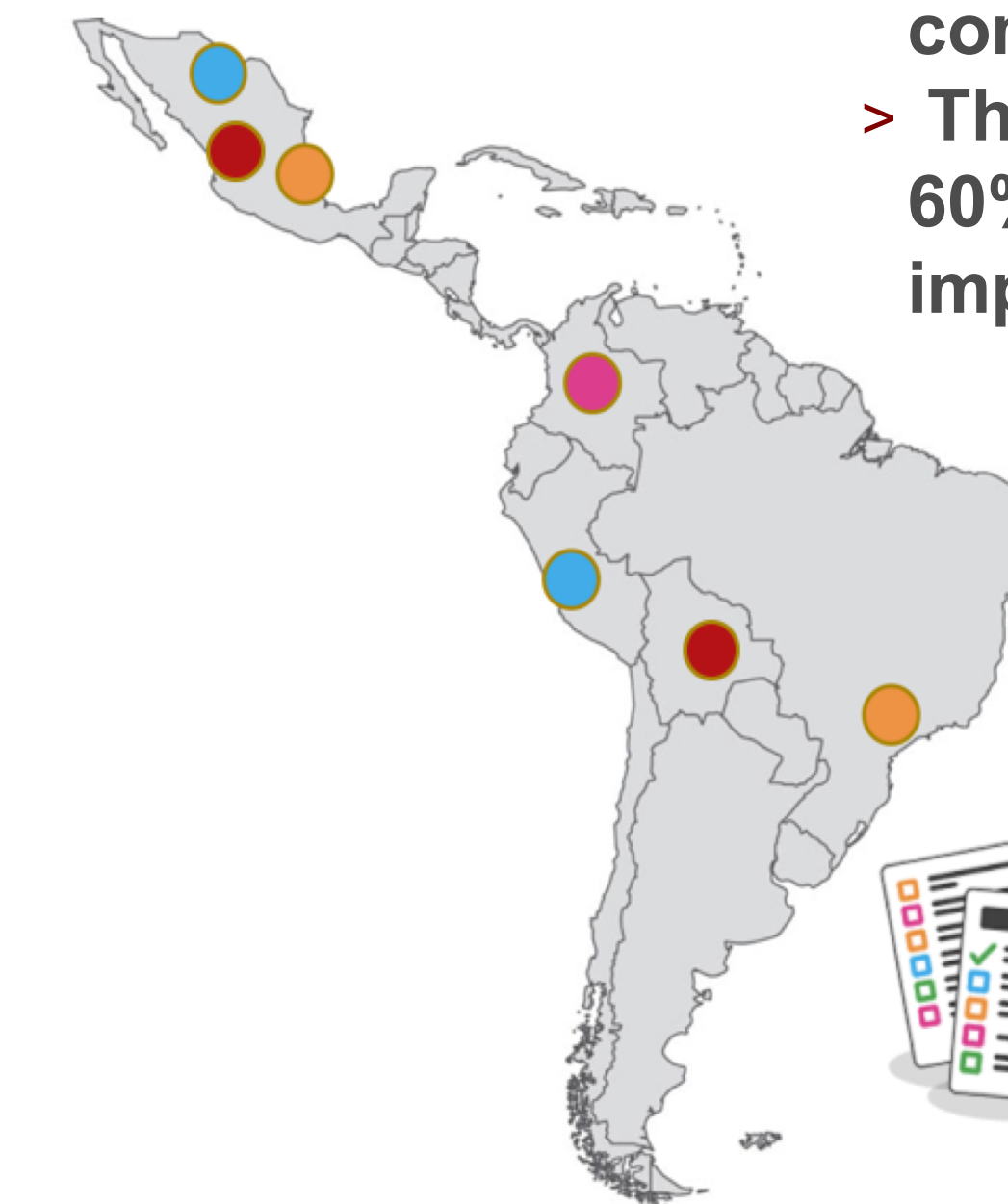
Companies are different



Lack of good data



Initial Results



- > Data collected from 22 Peruvian companies
- > The majority of them have at least 60% of **business adherence** improvement **potential**

Next steps:

- > identify quick win practices
- > build a framework of process improvement

Expected Contribution

- > Best fit roadmap for business practices implementation.



- > Relevant case study for Latin American firms

Relevant Literature

- > "Business Practices in Small Firms in Developing Countries" - McKenzie & Woodruff, 2015
- > "A resource-based view of micro-firm management practice" - Kelliher & Reinl, 2009

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