

# Agile companies do better

## >> PRIME FOUNDATION PARTNER MÖBIUS

Agile companies and organisations display two important characteristics: they are quick to anticipate change and they are flexible enough to respond appropriately. Consultancy firm MÖBIUS helps its clients increase their organisation's agility while practising what it preaches.

"What's the best way to optimise business processes?" is the question our clients ask most frequently," says MÖBIUS partner Horst Remes. "A few years ago it was all about efficiency; now, certainly since the crisis, there's much more interest in agility. In all sectors you see companies that do little or nothing to anticipate change. That's not particularly strange when change is sudden, but when you can see it coming, as is the case with socio-economic change, this inertia is quite remarkable."

### >> FOUR MAINSTAYS

What makes a company agile? Horst Remes: "Agility has four mainstays. First is developing an empathy with your clients. All too often we make false assumptions about their priorities and expectations, with the result that return on investment is not as expected." An ability to change is the second mainstay. "Static companies with only the occasional major change have less experience in rapid response than do companies where change is the norm." Horst Remes' third mainstay is the modularity of the organisation. "Being able to quickly adapt process architecture and organisational structure is crucial. Such organisations are known for considering the colleague that performs the next step in a process as an internal client. This client awareness is less prevalent in a rigid structure." The final mainstay is management impact. "For a company to be agile its management must be able to anticipate. What-if scenarios can be useful for developing the right reflexes. Compare it to a child learning to use a playstation." Horst Remes stresses that a company can see quick results by tackling these mainstays step by step.

### >> NATURAL FLEXIBILITY

So, how do things stand with MÖBIUS? Horst Remes: "Agility is a natural part of management consultancy. Each project is a new challenge. And besides, our organisation has to be able to do more than just carry out successful projects for our clients; we also have to develop new skills. So the four mainstays are at least as important for us as for other companies."



**"THE RECESSION ALSO OFFERS GREAT OPPORTUNITIES FOR AGILE COMPANIES."**

>> Horst Remes, MÖBIUS partner

### >> RESEARCH

MÖBIUS combines research and consultancy. By the start of the summer, hundreds of managers will have been asked about their recession strategy. Horst Remes: "Research will refine consultants' field observations; the results will then be used to improve the consultancy. How agile are companies' responses to the economic crisis? Do they freeze up or are they investing resources now that will let them leap aboard when the economy picks up again?"

#### Info

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