

SMART MANAGEMENT METHODOLOGIES

FOR

.....Drive to Perform Hubs.....

BY

AOEC

BY

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GAP ANALYSIS, 2023 -2025

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SMART Management methodologies



A. What does it mean to deliver with adaptability?

Economic downturns and/or disaster like crisis affects most people and even businesses. In these cases, there are businesses that manufacture or produce automobiles and services.

Due to the vital nature of some of these automobiles and services, it is expected that the related businesses will by social responsiveness either

1. Continue their manufacturing or production
2. Ramp up or increase their manufacturing or production output
3. Extend their manufacturing or production to help customers or even social causes that may have no other product-solution available
4. Accelerate or speed up manufacturing, production or even the interrelated adequacy for the demand and supply lifecycle
5. Design race engineered editions to gear their modeling, technologies and systems to the next level, like in races or rallies.

Global and Mutually Beneficial” branding and manageability

The need to design “**Global and Mutually Beneficial**” manageability for the race / rally editioned brand or vehicle, is done via a framework that deploys a Drive to Perform Hub of different extents of automation.

The elements of the framework help incorporate program enablers, data systems, support systems and dashboards that enable, report and showcase the strategy for being Global and Mutually Beneficial in the Drive to Perform for a podium finish.

The TGMB Codification system helps develop sense and respond functions. For the roadmap planned currently, the sense and respond functions are one of the following:

1. Sense and respond for being Global and Mutually Beneficial via **Suitable data fit / data set analysis (where the Level of D2P automation is Basic)**
2. Sense and respond for being Global and Mutually Beneficial via **Customized or Case study specific data fit/ data set analysis (where the Level of D2P automation is Next step)**
3. Sense and respond for being Global and Mutually Beneficial via **Codified data fit analysis**, where a D2P Hub and framework operates to design synergetic performance **(where the Level of D2P automation is Advanced)**

[Drive to Perform vision/mission/value systems](#)

Code of Branded D2P Interest

Porter's 5 forces and SWOT Analysis
Model to deliver for races/rallies/tracks
Accentuation and Brand Equity development
Management Accounting and Forecasting
Inventory turnover and Logistics
Strategic Learning, Training and Skills Development
Global and Mutually Beneficial Assurance and Associations/Partnerships
Analysis for Key Opinion Leadership
Analysis for Performance

Code of Common D2P Interest

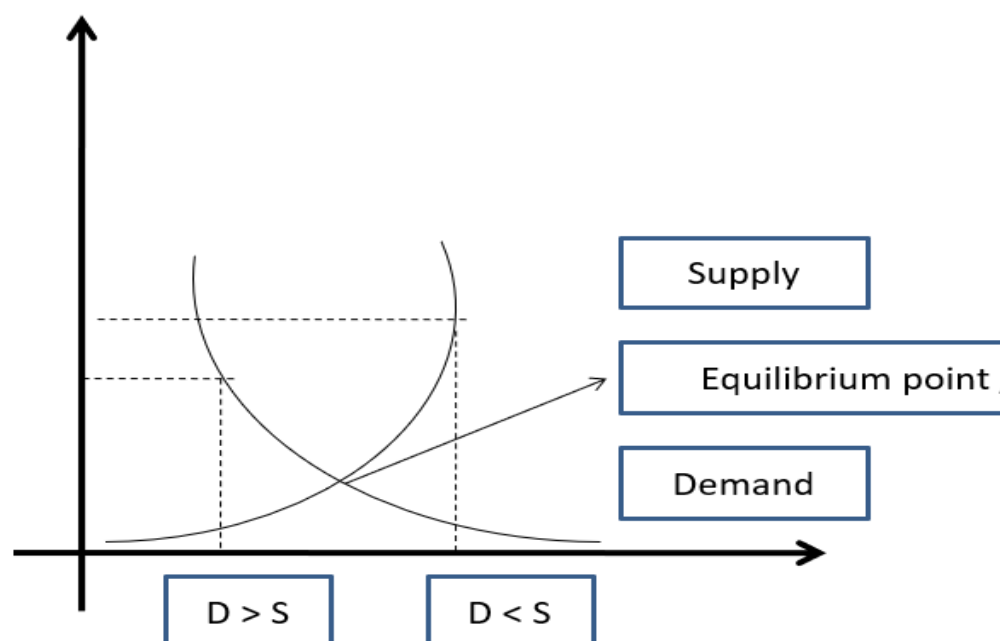
With the need to be “Global and Mutually Beneficial”, we at AOEC find that a common value building TGMB Support system can help.

The TGMB Support system can help understand and mitigate issues related to

- ☐ Demand and Supply dynamics
- ☐ Evolving Race Engineering Network/Team Engagement
- ☐ Climate change & Operating Climate engineering (**CCMA Education**)
- ☐ Disaster & Risk Mitigation (**CCMA Education**)
- ☐ SMART World configuration for race engineering networks as a vision for specific **positive development, growth and enabling of focal results** for key opinion leadership

Demand and Supply dynamics

- Are automotive products & services businesses truly self-reliant?
- Can they practically meet incidental-demands for automotive products & services without being higher priced, or without compromising on quality, or without cutting process costs or without using suit-ones-own-business-rules to manage stock availability?
- Do these automotive products & services businesses try to make a difference to society?
- Can these businesses scale up to manufacture & address demand despite poor economy or degraded environments?
- Can this be a problem that needs solving? Who is going to reach out to solve it and why? What can achieve this problem solving?
- There are intelligent functions like Planning, Production, Operation, Quality Standards, Supply Chaining & Logistics, Marketing & Sales but...
- Can a new Global and Mutually Beneficial function help balance vital or incidental-demand with supply in areas of production, manufacturing and incorporating of specific products & services in even race engineering networks?



To implement any solution, we need to understand the current Law of Demand and Supply

Law of demand

Demand for a product or service increases with a fall in price and diminishes with the rise in price, all other things remaining the same

Law of supply

Supply for a product or service increases with the rise in price and diminishes with a price fall, other things remaining the same.

But, these laws do not help sustainably balance demand and supply, where real world conditions may require this.

Evolving Customer Engagement

Today's customers are under a social influence with a need to preserve their unique interests or personal investments.

We at AOEC believe that developing a profile for a race engineering team, where the team can be individual players, a business or a collective representation which needs supportive functions

We at AOEC are developing a TGMB framework to accelerate this endeavor for sustainable development and growth.

(ROADMAP IN PROGRESS) URL:

<https://aakkashkvautoengg.wixsite.com/transformviability>

<https://aakkashkvautoengg.wixsite.com/businessstab>