

OPERATIONAL CONSULTING

Simplify your work processes to reduce operational costs and spend more time pursuing new business and innovating new products and services

- Systems Simplification
- Reduced Administration
- Work Flow Optimization
- Employee Engagement

STRATEGIC CONSULTING

Grow your business sustainably by building better relationships, servicing new markets, and enhancing your business model.

- Business Partnerships
- Business Development
- Exit Planning

TURN KEY SOLUTIONS

You have a business to run so focus on what you do best. We work with your team to determine the best solutions and coordinate services to make implementation and hand off as simple as possible. From custom business software, ERPs, to benefits implementation and more.

ONGOING SUPPORT

Business changes all the time and an objective third party view keeps you proactive to changes and able to compensate before they torpedo your business.

Manufacturing Process Simplification

Streamline Fabrication | Increase Profitability

- **Est. 10% increase in profitability up to \$10,000 / month**
- **Simplified Engineering, drafting, and procurement**
- **Reduced re-work improving client satisfaction**

Background:

Over the course of several years of electrical panel design and fabrication, complexity in processes and materials snowballed as result of dozens of maverick engineers and a lack of consistency.

Engineering was done in silos not only across different business units, but even within similar product lines and 'teams'. Engineers solving the same problem on different projects were creating different designs and ordering similar materials from different vendors – creating a bench stock and inventory nightmare.

Additionally, a lack of fabrication standards led to excessive design hours for each custom panel. Ordering nightmares from various vendors to track and manage. Fabrication confusion from inconsistent wiring practices leading to errors, delays and rework. Ultimately, customer dissatisfaction coupled with additional shipping fees and damages for delayed implementation of product with the client.

Not only were operating costs diminishing margins, rework and customer disappointment cut into repeat orders. Excel spreadsheets were prominent to manually track every material order and excessive meetings being held to manage each build on a weekly basis.

Solution:

Through a holistic process, the entire design and fabrication process was evaluated. Pain points and opportunities were identified in group and confidential one to one conversations. Work processes were observed and questioned not only by the consultant, but key individuals across job functions.

By addressing the process – not attacking individuals – a unity was established within the team to focus on making everybody's jobs easier. Through job shadowing – across functions - team members began to understand the 'why' behind the work they did and how it impacts others on the team, and how they could help their teammates.

Evaluating engineering and design practices lead to new, improved, and simplified designs. Experienced engineers shared core principles and lessons learned, while new engineers challenged status quo with new designs and updated components. By simplifying and standardizing designs, bench stock components reduced inventory needs, lead to better pricing from vendors, and reduced lead times for delivery. Pre-fab templates to reduced overtime during peak demand.

Reduced operating costs, better vendor pricing, higher client satisfaction – all lead to a minimum \$10,000 / month savings. That's Better Results.

