



## **Typical Client Results**

### **Process Control**

- Partnered with executives at Transtar Metals to increase inventory turns/reduce inventory levels by 30% on the targeted product lines which expanded company liquidity while maintaining customer service levels
- Improved operational and supply chain efficiencies by documenting and redesigning business processes in collaboration with Transtar Metals' business process owners in North America and Europe
- Provided documentation, analysis and recommendations on integrating Oracle Applications, Demantra and ASCP (Advanced Supply Chain Planning) with key business processes for Castle Metals Aerospace
- Worked with BMS Associates on a client project (Chocolates a la Carte) to evaluate business processes, document with process maps and provide recommendations for improvement
- Worked with Business Intelligence Designs to deliver a successful implementation of an ERP system for their client – delivered on time and under budget with seamless service to customers
- Achieved cash flow sustainability with EBITDA improvement of \$9 million during a period of declining sales as part of the executive team at PaperPak
- Reduced inventories by over 60% or \$11 million, while improving fill rates by 35-40% and reducing operational lead times in half at PaperPak
- Received supplier of the year from #1 customer three separate years with the implementation of vendor managed inventory (VMI) and supply chain programs while VP of Operations at PaperPak
- Reduced total freight costs in half to a key customer while improving service by developing a logistics partnership while VP of Operations at PaperPak