



Business Improvement Group, LLC

We Diagnose, Improve, Teach and Hand Over

Acquisitions & Value Creation

September 2020



Not your typical consultants...

- We have a unique approach to turn tough business problems into *Opportunities*
- Four partners with 120 years of operational experience as General Managers, C-level execs and consultants
 - A team of senior doers and operators that roll up our sleeves and get the job done - No junior staff!
- Our clients usually work with one Partner, but we collaborate behind the scenes to bring our combined experience to bear
- Proprietary, 360 diagnosis designed to quickly identify the biggest challenges and improvement opportunities
 - Customized to the situation at hand. No cookie-cutter involved
- Network of distinguished associates with expertise in a broad range of industries and functions
- A real passion and energy to help companies improve
 - We implement our recommendations and work at the source
- We do more than write fancy reports. We get stuff done



Post Acquisition Analysis

- We'll help you answer these important questions:
 - What is our potential and do we have the right team?
 - Are there hidden opportunities to add value?
 - How do we Identify and address the intangibles?
 - How well do we know the candidate's leadership team?
 - Will the company culture support an aggressive Continuous Improvement effort?
 - What, if any, obstacles need to be overcome?
 - How strong is the foundation beneath the numbers?
 - Supply Chain/Logistics
 - Quality
 - Sales – OEM/Aftermarket
 - Engineering/IT/Maintenance
 - Operations – Manufacturing/Service/Administration



Value Creation

- Using data and information gathered during the Due Diligence process, we'll work with your transition team to establish a roadmap for adding value to your new acquisition:
 - Develop an integrated plan that ties critical value creating action into a balanced plan of attack (supply chain, operations, inventory, AP/AR, etc.)
 - Establish appropriate metrics to track progress
 - Generate team buy-in at all levels
 - Communicate, communicate, communicate!
- Mentor your acquisition leadership team, teach skills and transfer knowledge required to keep the value creation process moving in the right direction

Why work with the Business Improvement Group?



- Four partners with decades of experience evaluating businesses:
 - We can “walk the business” to identify warning signs and opportunities
 - We’ll dig beneath the data and ask the right questions of the right people
 - We understand the urgency of tight schedules and important decisions
- Four partners who’ve spent their careers increasing the value of companies:
 - Establishing new operations, transferring product lines
 - Turnarounds
 - Supply chain restructuring and operations improvements
 - Lean Six Sigma expertise
- We’ll take the “Long View” towards developing a relationship that enhances your team’s ability to acquire and add value to your portfolio businesses

Get in touch: www.bizimprovementgroup.com



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