



Business Improvement Group, LLC

We Diagnose, Improve, Teach and Hand Over

Acquisitions Due Diligence & Value Creation

January, 2021



Not your typical consultants...

- Partners with 100 years of combined operational experience as General Managers, C-level execs and consultants
 - A team of senior doers and operators that roll up the sleeves and get the job done - No junior staff!
 - Our focus is manufacturing, logistics, supply chain and transportation
- We have a proven approach to turn tough business problems into *Opportunities*
 - Proprietary, 360 diagnosis designed to quickly diagnose and prioritize your biggest challenges and improvement opportunities
 - Working with your leadership team, **we'll plan and implement a comprehensive improvement program**
- Our clients usually work with one Partner, but we collaborate behind the scenes to bring our combined experience to bear
- 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 get stuff done



The Due Diligence Challenge

- We'll help you answer these important questions:
 - Am I getting the full story from the candidate's financial reports and numbers:
 - What are the hidden opportunities to add value?
 - How do we Identify and address the intangibles?
 - How well do we know the candidate's leadership team?
 - Are there cultural issues that will undermine the acquisition?
 - 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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