



Business Improvement Group, LLC

We Diagnose, Improve, Teach and Hand Over

B.I.G. introduction

April, 2020



Operations and process improvement by senior executives who implement

- 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 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 do more than write fancy reports. We get stuff done



Why we are different:

- A Real Passion for Helping Manufacturers**

Solving the unique challenges facing the most challenging industry of all is what we do best. We love Manufacturing and all its related functions.
- Four Partners with Over 100 Years of Hands-On Experience**

General Managers and C-Level Executives in manufacturing companies. We've sat in your chair, we implement, we get it done.
- We Customize to YOUR Business**

No cookie-cutter solutions. No kids who have to be taught a system because we don't use one. We have experience.
- Sustainability**

We will work with you to make sure your company holds onto the gains made.
- A Bias to Teach**

We leave our tools behind so you can use them after we leave.
- Proprietary, 360 Audits**

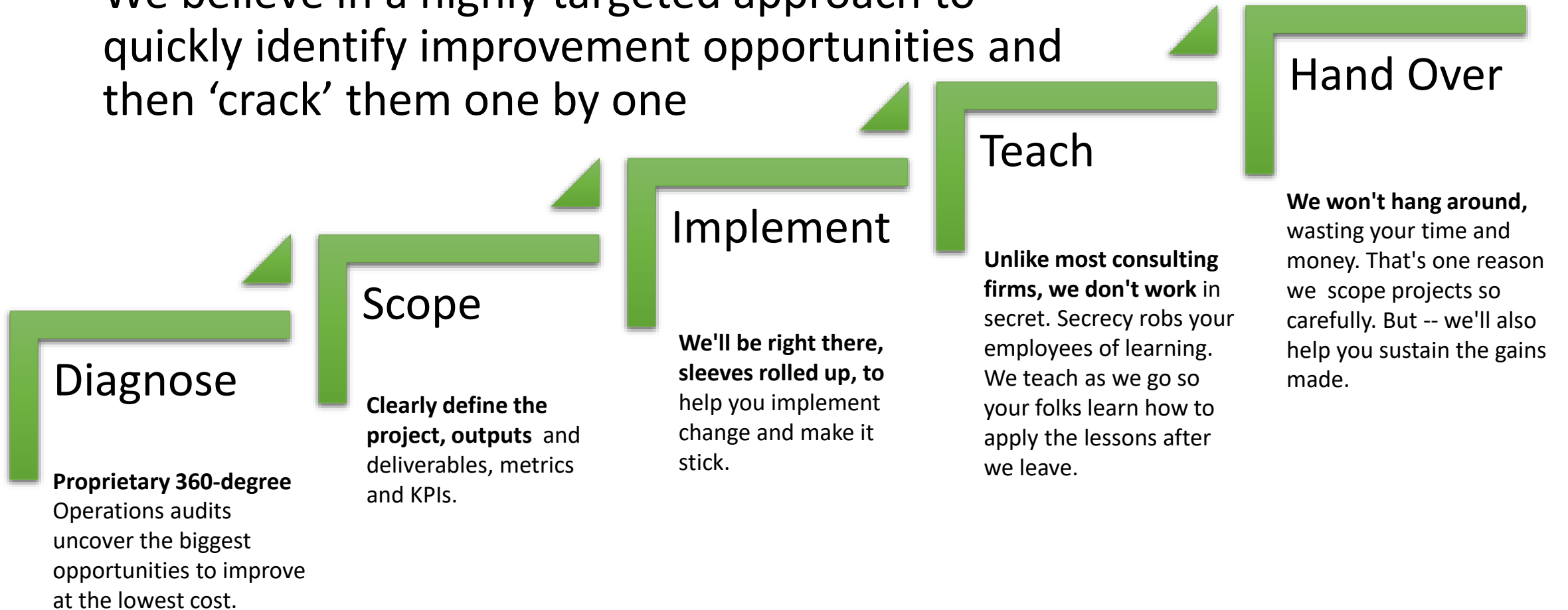
Designed to quickly identify your biggest challenges and opportunities.
- Four Partners in One with a Wide-Ranging Network of Associates**

We collaborate behind the scenes and with our wide-ranging networks, so you benefit from our collective experience.



How we do it:

- We believe in a highly targeted approach to quickly identify improvement opportunities and then 'crack' them one by one





Hands on implementation

- Productivity across the enterprise
 - Even the best run companies have a 5% to 30% improvement potential. We routinely achieve this for our clients e.g. avoiding hiring in a difficult labor market
- Supply Chain Management
 - Optimize and harmonize supply chains and purchasing/procurement operations. Save, reduce risk and ensure supply
- Quality improvement
 - Standards implementation, build quality into the process up front. E.g. eliminating non value added inspections, utilizing statistical methods
- Inventory Management
 - Minimize cash tied up and saving space while insuring reliable supply



Hands on implementation, cont.

- Logistics and Distribution
 - Warehouse and distribution/fulfillment center optimization
 - Planning and optimizing logistics operations
- Sales operations
 - Improving the interface between sales/marketing and operations/manufacturing. Improve productivity of the sales organization
- Service operations
 - Process improvement and optimization



Advisory

- Transaction Advisory Services (TAS) --> Pre-sale or pre-acquisition
 - Sell side: Improve EBITDA; a huge lever to improve valuation
 - Buy side: Make operational analysis part of the Due Diligence process to understand improvement potential post purchase
- Operational expertise for financial and legal advisors to companies in transition
 - Augment the value of financial and legal advisors provide with our operational expertise to maximize value of companies in transition
- Company Turn-Arounds
 - Hands on management including first 90 days plan, liquidity management, process stabilization, vendor and banking negotiations and going forward plan
- Interim and fractional executive management
 - Experienced hand on the tiller e.g. supporting senior transitions, step in to solve critical issues
- Executive coaching and seminars

Get in touch: www.bizimprovementgroup.com



Josh Chernin

Email: josh.chernin@bizimprovementgroup.com

LinkedIn: <https://www.linkedin.com/in/jchernin>



Jack Lyons

Email: jack.lyons@bizimprovementgroup.com

LinkedIn: <https://www.linkedin.com/in/jacklyonsma>



John Malone

Email: john.malone@bizimprovementgroup.com

LinkedIn: <https://www.linkedin.com/in/johnfmalonejrmbacags>



Peer Nielsen

Email: peer.nielsen@bizimprovementgroup.com

LinkedIn: <https://www.linkedin.com/in/peer-nielsen>