



# Business Improvement Group, LLC

We Diagnose, Improve, Teach and Hand Over

**B.I.G. partners**

January, 2021



# Not your typical consultants...

- We have a unique approach to turn tough business problems into *Opportunities*
- Partners with 100 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 audit 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 get stuff done



# Josh Chernin - Partner

- More than 30 years of manufacturing and operations leadership experience in the US and Europe.
- Had P&L responsibilities in printing, metals, converting, contract manufacturing and textiles including consulting to several New England manufacturers.
  - Visited more than 300 manufacturing plants during his career.
- Customers include manufacturers of medical devices and consumables, commercial and defense planes and structures, consumer goods, industrial machinery and solar panels.
- Josh turned one division around from heavy losses to becoming that company's leader in profits and started a factory in Germany from scratch, which became profitable within 15 months.
- Josh has a BA in Economics from the University of Massachusetts, Amherst, and an MBA from the Harvard Business School with a concentration in operations.
- In his spare time he enjoys sailing, woodworking, and amateur meteorology.





# John Malone - Partner

- Over 30 years of professional experience John has held management positions including, President, Managing Director, VP/General Manager, CFO, Treasurer, Controller and Sales.
- John is known for his hands-on direct approach and brings a unique blend of corporate and consulting experience to his engagements. A confident leader and decision maker recognized for remaining pragmatic and focused within demanding environments. He specializes in entering new markets and business expansion. He is also recognized for turning around underperforming and under managed small to mid-sized businesses that provide B2B products and services with revenues up to \$500 million. John also has substantial M&A expertise.
- John received both his CAGS (Post-MBA) in Finance and his MBA in Management from Bryant University, Graduate School of Business. He earned a BA from Roger Williams University, as well as a Graduate Diploma in Financial Planning from Boston University and the National Safety Council's Advanced Safety Certificate. John is also a graduate of the MIT, Sloan School of Management's, Advanced Management Program, as well as, completed Basic and Advanced Negotiation and Mediation certificates from the Harvard Law School's Program on Negotiation





# Peer Nielsen - Partner

- Peer is an experienced operator and consultant with 30 years experience working world-wide including the US, Europe, Australia and several Asian countries. Positions held include CEO, President, Managing Director and VP. Where Peer goes, things happen.
- A practical and forthright hands-on executive Peer has applied his analytical, problem solving and leadership skills in the Information Technology (IT), manufacturing, mining and logistics industries.
- Peer has turned around factories in China, mines in Australia and been a 'bridge-builder' between users and IT organizations in many industries including manufacturing, airlines, banks and telecommunications.
- Peer got his start with an apprenticeship in Scandinavia's largest logistics, trading and industrial concern in Copenhagen. Peer has an MBA from the Darden School of Business at the University of Virginia. Peer is also a qualified ASQ quality auditor.
- In his spare time Peer is active in competitive ocean racing, reads to keep up to date with current events, technology, economics and business.



# Get in touch: [www.bizimprovementgroup.com](http://www.bizimprovementgroup.com)



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