



Business Improvement Group, LLC

We Diagnose, Improve, Teach and Hand Over

Supporting Sell-Side Advisors To Help Clients Raise Pre-Sale Value

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Enhancing Value Through Improved Operations

- Operational improvements that raise EBITDA are the biggest drivers of valuation
- Adding an operational improvement professional to the advisory team provides unique value by *raising company value prior to sale*

P/L Item	Before improvements	After improvements
Revenue	50	50
Total Costs	45	42
EBITDA	5	8
Valuation at 5x	\$25MM	\$40MM

- Similarly, improving the top line provides large EBITDA and valuation leverage
 - E.g. Improve through-put capacity, sales operations



How BIG Works With Sell Side Advisors

- We SUPPORT sell side advisors. We add to YOUR Value
- We unlock value by:
 - Operations Gap Analysis
 - Fast improvements in operations and/or sales without capital expenditures
- Our focus is manufacturing, logistics, supply chain and transportation
- Since all BIG partners have run companies, we bring credibility to your advisory team, and talk with them as peers
- A process parallel to normal activities. No delays
- We can ‘white label’ our services under your brand



BIG involvement scenarios on the 'Sell side'

- Sell side team including BIG forms as early as possible ahead of anticipated transaction
 - Legal and financial team prepare the company; e.g. legal compliance, audited financials, quality of earnings etc.
 - BIG first uncovers improvement opportunities and then implement them in time for the results to be visible in the accounts at transaction time
- BIG called in later in the process to Diagnose the operational situation and delineate improvement opportunities
 - Findings to be used during the sales negotiations



The BIG boys are not your typical consultants...

- Four partners with 120 years of C-level operational experience in 22 industries on four continents
 - We do more than write fancy reports. We get stuff done
 - One partner leads. We all collaborate behind the scenes
- Customized to the situation. No cookie-cutters
- A team of senior doers and operators that roll up our sleeves and get the job done - No junior staff!
- Network of distinguished associates with expertise in a broad range of industries and functions



Case studies

- A 127 year old manufacturer of commodity products had lost their bank's support. BIG helped them find a new bank by acting as the "credibility witness", and then worked to improve setup times, lower material waste, change shift schedule, implement 5S and Lean. After eight months, the client returned to profitability and is now paying down their debt. No capital investment
- On time delivery (OTD) for a manufacturer of very large tracked specialty machines had dropped to 40%. BIG established the actual timings of operations and invoked short interval control on the floor and balanced the production line. 10 weeks later OTD was back over 80% and cycle times were reduced by 25%. No capital investment
- World class 3rd party logistics provider faced growing volumes and reduced throughput. BIG implemented a new flow process, shop floor controls and visible metrics. Throughput improved by 37% in 12 weeks and quality KPI's returned to standard, thus avoiding mounting fines. No capital investment.
- Additional cases on our web site...

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