

Sharpening Performance Increases the Sale Value



Strategy: Aggressively reduce cycle time and lower costs

Jacquard's assessment identified specific internal and external forces impacting performance. **Competition** was becoming more aggressive. **Departments** were working independent of each other. **Inventory** was excessive and **cycle times** were poor. Jacquard aligned the management team with Profit Projects® customized to focus on lower cost, key accounts and product standardization.

Success Thread™	Profit Projects®	Highlights & Client Comments
Customer Focus	<ul style="list-style-type: none"> Pricing on the Periphery 	Implemented a pricing strategy to make the smaller volume customers more profitable. <i>"After Jacquard left, the skills to run formal meetings and to re-evaluate prices remained with the management team and helped propel the company's performance."</i>
Financial Discipline	<ul style="list-style-type: none"> Cash Flow Management and Modeling 	Established formal processes to track cash to highlight issues ahead of time. Changed credit terms and implemented better collections to improve cash flow.
Operational Speed	<ul style="list-style-type: none"> Linear Travel 	Closed one factory within 6 weeks and improved on-time performance to customers.
Leadership Practice	<ul style="list-style-type: none"> Management Reporting Systems 	Implemented formal reporting processes with a focus on performance. <i>"The reporting system caused us to focus on performance and delegation – something that was clearly missing in our meetings."</i>

At a Glance

: The Client

Privately -owned manufacturer of specialty work clothes. The products are sold internationally for applications where fire retardant materials were required.

: The Goals

Reduce cycle time and lower costs. Bring management team together, including lower tier.

: Project Time Line

48 weeks

: The Impact More Profit!

- Generated profits of \$570K by implementing pricing processes

: The Impact More Cash!

- Immediately generated \$750K in cash by closing smallest and most remote facilities.
- Ongoing annual cost savings of \$500K due to facility closings

The Bottom Line: The owners sold the company for a price above original expectations!

Jacquard Associates is a team of hands-on, roll-up-your-sleeves business professionals who help clients identify strengths, raise expectations and improve the way they do business. We help **motivate** people, **streamline** processes, **impose** financial discipline and **create** systems to yield better customer service, faster turnaround, improved sales and enhanced profits.

Our single goal is to provide clients with tools to improve business performance fast. Organizations typically are full of opportunity. Owners and executives have great ideas and increasingly urgent needs. We specialize in transforming those **Ideas to Action** through a set of simple, proven, proprietary tools for improvement. A client's customized program of Ideas to Action may include:

- **One-to-One Coaching**, to develop mission-critical personnel
- **Wonderments**[®], highly revealing and effective mini-projects demonstrate the impact of executing fundamental improvement opportunities
- **Profit Projects**[®], longer-term improvement initiatives tailored to the client's needs and implemented by Jacquard and the client's team

Jacquard Associates also helps companies and industry groups develop **performance improvement expertise** through seminars, workshops and focused roundtable discussions.

Work with us is easy. We connect the dots between entrepreneurs, managers, investors, and bankers. We also perform certain services that other turnaround firms may not provide, and we are able to seamlessly integrate with any existing professionals in situations that warrant it.

Last but not least, **we put our money where our mouth is:** our fee structure is tied directly to our performance.

To learn more, call us at 847.945.8700 or visit us at www.jacquard.com.

Industries Served

Manufacturers

Automation – very small to very large
Automotive Aftermarket
Bicycle Parts
Cases “sample and department store”
Cleaning Supplies
Clothing
Consumer Auto
Electrical Assembly equipment
Electrical Components
Fabric Printing
Food Consumer, Staples, Flavoring
Forgings
Grinding
Home Builders
Jukeboxes
Kitchen Assemblies
Medical Equipment
(hospital and private practice)
Medical Test Equipment
Metal Forming
Mops
Packaging – dangerous material
Packaging – temperature controlled
Packaging Materials
Plastic Extrusion (consumer parts, plastic wood, electrical parts)
Point of Sale Displays
Printed Circuit Boards
Printing (commercial, display, label and fulfillment)
Specialty Albums
Test Automation
Valve Regulators
Vending Machines

Distributors

Collectibles
Electronic Assembly Equipment
Ethical Drugs
Exotic Metals
Factory Automation
Fulfillment (various)
Ice Cream
Janitorial Supplies
Jewelry
Manufacturing MRO Supplies
Medical Supplies
Screen Printing
Specialty Foods
Used Production Equipment
Wholesale Foods
Wines & Beverages

Service

Audio Visual Systems
Banking – mid market lending
Communication Software
Contractors (general, electrical, HVAC and plumbing)
Engineering
Environmental Testing
Industrial Cleaning and Coating
Investment Bankers
Marketing
Point of Sale Marketing
Public Accounting
Publishers
Surveyors
Telephone Systems

Retail

Carpeting
Clothing
Jewelry
Music and Games
Restaurant Chain
Toys