

Rebuilding Momentum and Production Sets New Standards

Strategy: Reorganize production scheduling, quality, sales and service to handle increased capacity

Increased business **volume** and **technology demand** forced a rapid move and new processes and structures. **Production** stalled for one year with a negative impact on **customer satisfaction, growth and cash**. High overtime and low productivity resulted in rock-bottom morale. Jacquard implemented Profit Projects® to efficiently reorganize production and related processes to handle increased capacity.

Success Thread™	Profit Projects®	Highlights & Client Comments
Customer Focus	<ul style="list-style-type: none"> Inside Service Department (Scheduling & Forecasting) 	Increased on-time delivery by 30%
Financial Discipline	<ul style="list-style-type: none"> Cash Flow Management & Modeling #1 and #2 	Maintained positive relationships with bankers and suppliers
Operational Speed	<ul style="list-style-type: none"> Production Scheduling #1 & #2 	Improved customer forecasting and fill rate
Leadership Practice	<ul style="list-style-type: none"> Management Reporting Systems 	Reduced the number of supervisory staff from 22 to 5

The Bottom Line: Production increased by over 30% per month, morale improved, and cash dramatically increased. *“Jacquard helps you set and accomplish goals.”*



At a Glance

: The Client

Privately owned manufacturer of electronic components for the automotive, home and building HVAC marketplaces throughout North America.

: The Goals

Streamline processes to handle increased volume and technology, while boosting customer satisfaction and employee morale

: Project Time Line

14 months

: The Impact! More Money

- Annualized profit improvement the first full year of \$1.6M
- Reduced inventory by \$637K

: The Impact! Lower Costs

- Reduced cycle time from 38 to 14 days
- Reduced overtime by 50%, reduced production headcount by 20%

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