

Repositioning Small Company to Enter Mid-sized Market



Strategy: Take immediate action to decrease cycle time and increase quality!

Jacquard's assessment identified **process flow** bottlenecks, sluggish **fulfillment**, **quality** and **staffing** issues and opportunities to increase **management accountability**. Together, Jacquard and the client implemented customized Profit Projects® to address these specific areas.

Success Thread™	Profit Projects®	Highlights & Client Comments
Customer Focus	<ul style="list-style-type: none"> Pricing on the Periphery Touch Plan 	<p>Executed strategies to increase the profit from the smallest customers and achieve additional business from the larger accounts.</p> <p><i>"We categorized our clients using an ABCD grid, and we used it to raise prices. It works – we're making more money." Pro-active calling to past and present customers increased revenue."</i></p>
Operational Speed	<ul style="list-style-type: none"> Linear Travel Demonstrated Quality Production Scheduling 	<p>Established a formal production scheduling and release process.</p> <p><i>"It was taking us two to three days to make a book – and four weeks to fulfill an order. We reduced our fulfillment cycle time by 75% to one week."</i></p>
Leadership Practice	<ul style="list-style-type: none"> Management Reporting Systems 	<p>Performance and results became top priorities in all meetings.</p> <p><i>"As we grew, we outgrew some of our people. Jacquard helped us realize the importance of having the right people in the right places."</i></p>

At a Glance

: The Client

Family-owned producer of albums and displays for professional photographers

: The Goal

Prepare small company to compete in mid-size market

: Project Time Line

8 months

: The Impact More Profit!

- Revenues up 45%
- Gross margin increased from 40% to >50%

: The Impact Lower Costs!

- Order fulfillment plunges to 7 days from 32
- Number of employees drops 31%

The Bottom Line: "We will see significant financial benefit in the 1st quarter of next year. We are positioned for growth and we are ready."

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