

Would you like to see your Company's:

- Process Cycle Time reduced by up to 50%
- Customers paying you sooner
- Scrap, waste and re-work reduced by over 50%
- Productivity increased by 50%
- Inventories drop by 50%
- Sales increase by 25%

If the answer is yes, then read on....

INSIDE THIS ISSUE:

- Innovative Approach
- Services Offered
- Case Study

OPERATIONS IMPROVEMENT STRATEGIES

Our goal is to provide the Client with all the tools necessary to **increase shareholder value** at the fastest possible rate. We partner with Client management teams to decide on which value creation strategies and tactics to pursue by examining financial impact, capabilities and alignment with their overall business plans. In developing a plan for improving the business, prioritizing where and when to focus is critical. Our financial assessment process provides a high level view of the current operational state of your organization and the possible value creation opportunities that exist within your organization.

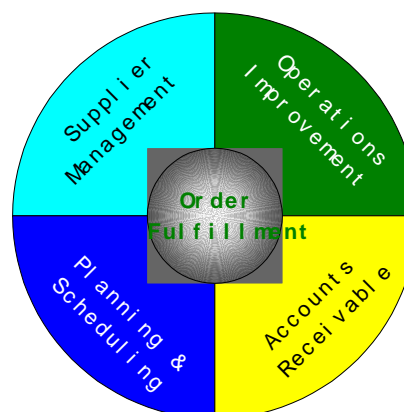
Our Methodology follows a 3-step process:



We concentrate on the following processes in Order Fulfillment to present you with optimum results for Customer Satisfaction.

Operations improvement - We have evolved shop floor friendly training and techniques for process flow improvement, set-up reduction, poka-yoke (defect prevention), operation time improvement, and preventive/predictive maintenance. We help our customer install shop floor control tools such as Takt boards and WIP management boards. All of these practices are aimed at removing waste.

Planning and scheduling - is the heart of the pull system. Pull in simplest terms means that no one upstream should produce a good or service until the customer downstream asks for it. Putting this rule into practice, however, is quite complicated. Demand, variability of demand, lead-times, variability of lead-times, and frequency of replenishment all affect the design of pull systems.

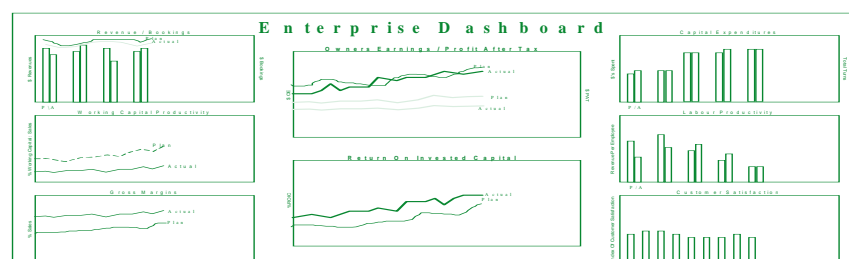


Supplier Management -Continuous flow across the entire supply chain requires strong relationships with suppliers. Rather than taking approaches that beat-up suppliers and squeeze their margins, it is critical to help them focus on costs and lead times.

Accounts Receivable -In most business environments we see, accounts receivable almost always equals or surpasses inventory in terms of dollars directly impacting capital turnover. . We help our customers implement order fulfillment case teams to manage the order taking, invoicing, and collections process. We help them improve credit/collections policies and practices.

We believe in developing Performance Metrics for every Client as it helps drive increases in shareholders/market value by:

- Ensuring that at every level of the organization metrics are in place that supports the value creation goals and strategies of the total enterprise.
- Driving accountability at every level of the organization.
- Providing an understanding of how individual / team / department metrics support corporate goals



CASE STUDY: INCREASING PRODUCTIVITY AND PROFITABILITY

At a Client engaged in packaging snacks for the convenient stores market, with suggestions that were made and implemented, we saw a tremendous jump in machine capacity by using setup reduction techniques. Analysis of average daily usage and demand patterns, revealed the potential to reduce raw material Inventory, leading to a working capital reduction of over 25%. The analysis and change in operational planning helped reduce shortages and increase fill rates on customer orders.

Performance Data

PARAMETER	IMPROVEMENTS
Increase in productivity	50%
Reduction in Inventory and WIP	30%
Increase in EBITDA	50%
Decrease in short shipments to Customers	50%
Increase in ROIC (Return on Invested Capital)	25%

CRESCENT CONSULTING INC.

20459 Tiara street
WOODLAND HILLS CA 91367
USA

Phone: (818) 640 9442
E-Mail:
admin@crestconsultinc.com