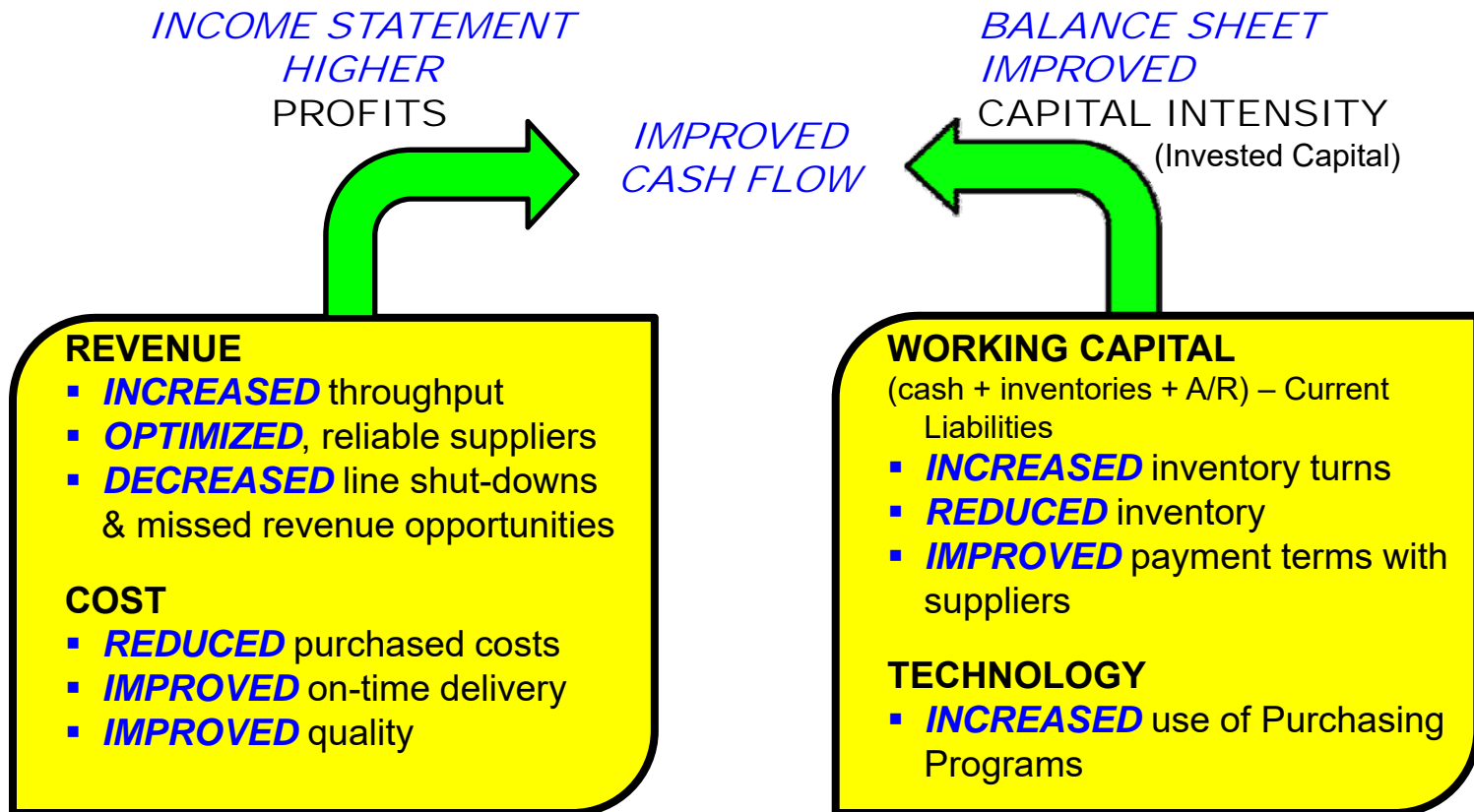


IMPROVING AND SOLVING PROBLEMS

through Supply Chain Management, Strategy, Strategic Sourcing, Operations, and Procurement consulting ... and assisting growth through acquisition

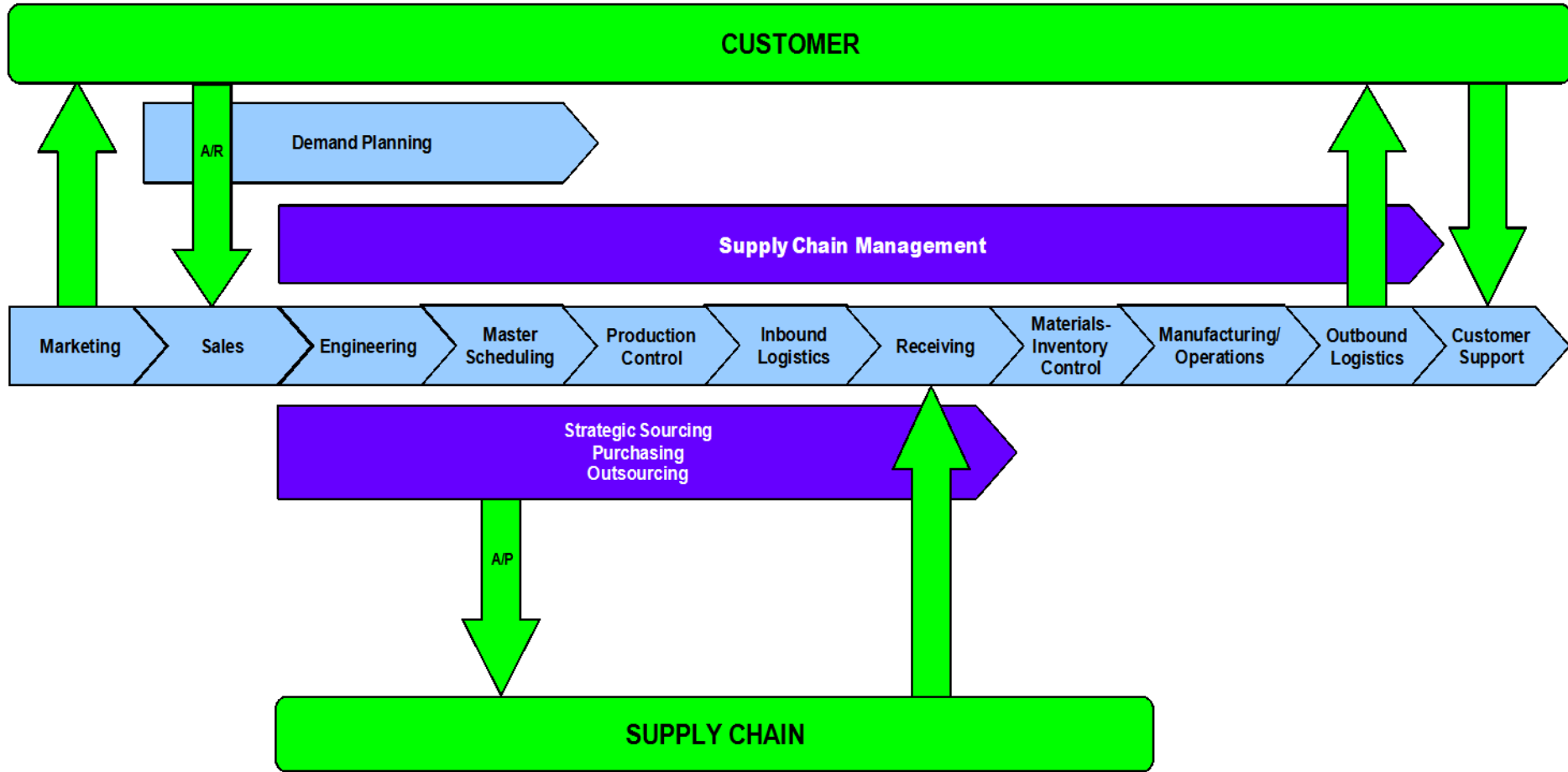


MiCyn

Management Consultancy

THE VALUE CHAIN IS COMPLEX

Do you have expertise across it?



SUPPLY CHAIN MANAGEMENT

- Reduced material costs and inventory levels
- Increased throughput, reduced transaction costs, and smoother planning
- e-Procurement portal
- Improved On-Time Delivery
- Decreased line shut-downs & missed revenue opportunities

OUTSOURCING

- Cost reduction and capacity relief with more efficient suppliers

SUPPLY CHAIN FINANCE

A 3rd type of financing, after debt and equity

- Reduced Excess & Obsolete Inventory
- Reduced Days In Inventory
- Increased Days Payable Outstanding

STRATEGY

- Global strategic planning
- Advanced factory rearrangement
- Product cost models
- New venture market research

OPERATIONS

- Process improvements
- Lean Manufacturing
- Six Sigma
- Sales & Operations Planning (S&OP)

MATERIALS-PURCHASING MATRIX

- Reduced inventory by integrating Purchasing, Inventory and Finance with customer forecasts

ORGANIZATION

- Organizational Development

PRICING STRATEGY**NEW PRODUCT INTRODUCTION****SOURCING/PURCHASING****STRATEGIC SOURCING**

- Supplier selection and consolidation
- Reduced purchased costs
- Spend analysis
- Use of purchasing programs
- Improved payment terms

WORKING CAPITAL IMPROVEMENT

- Increased inventory turns
- Reduced inventory

MATERIAL PRICE MODELING

- Maintaining margins through recovering material price increases

MERGERS & ACQUISITIONS

- Integration
- Due Diligence

2 WAYS TO USE US, AS A ...

CORPORATE ADVISOR	CONSULTANT
Identify issues, problems, options & solutions	Rifle shot – focused on specific project Solve a defined problem
Lead projects as necessary	Lead projects as necessary
Available to monitor project implementation success	After implementation, end of engagement, moves on to next client or project
Provide operating and financial expertise	Provide operating and financial expertise
Strategy - assist developing and implementing the strategic plan	Strategy - assist developing and implementing the strategic plan
Offer management oversight	
Identify new opportunities	
Develop innovative ideas and possible actions	
Coordinate plans to ensure activities are integrated	
Develop organization design options	

IMAGINE ...

IMPROVED PERFORMANCE

- ↳ Retained, ***“LIKE BEING ON STAFF”*** with expertise and experience → ***ON-SITE*** a couple of days per month
- ↳ ***ON-GOING*** support, providing continuity → ***OFF-SITE*** availability, by email or phone

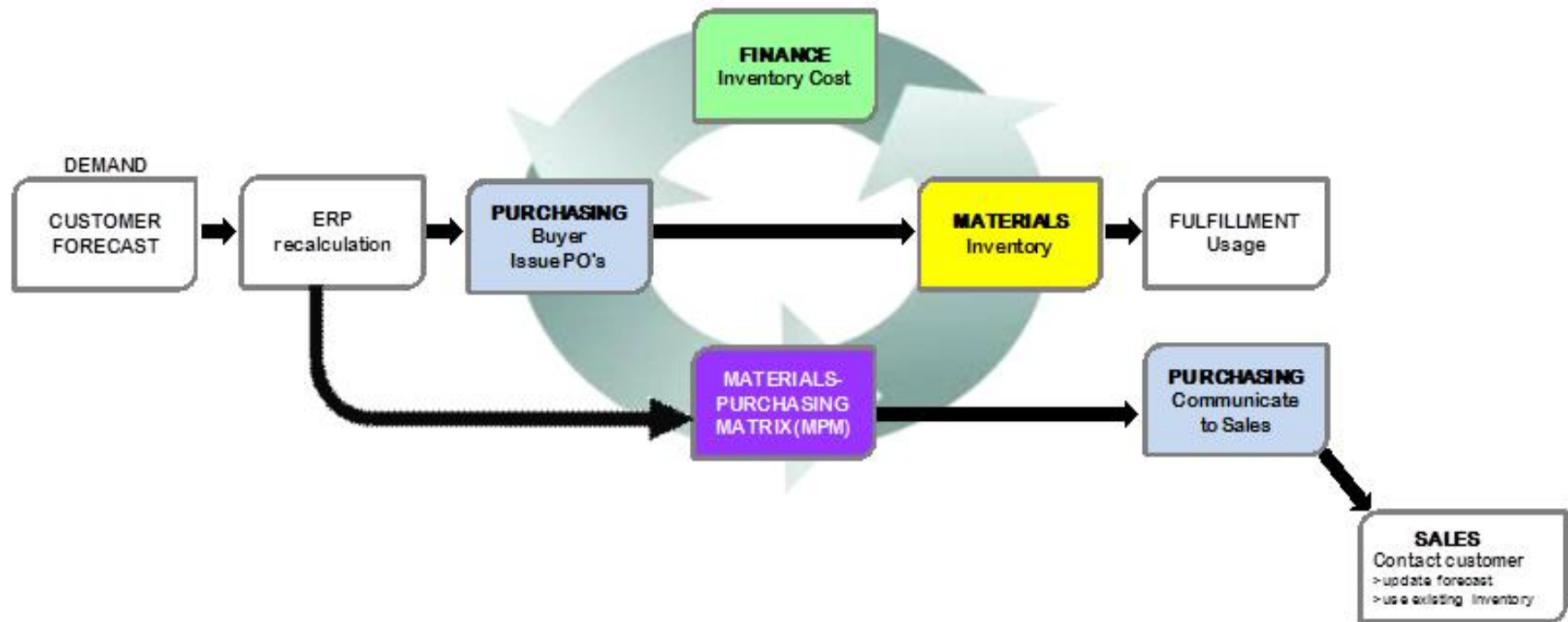
Example of Supply Chain Opportunities

Buy For Less/ Pay Less <i>(Leveraged Buy)</i>	Volume/supplier consolidation Supplier Management Global sourcing
Buy Better <i>(Linked Buy)</i>	Strategic Sourcing Outsourcing Avoiding premium goods & services
Buy Smarter/ Consume Better <i>(Value Buy)</i>	Total Cost of Ownership (TCO) – from unit cost to process cost Process improvements (e.g. monthly invoices) Concurrent procurement (integrated with design engineering)
Sell Better <i>(Integrated Sell)</i>	Joint selling with suppliers

Typical Benefits

- Revenue increase → Recent studies suggest **as much as 6%**
- Increased inventory turns → Increased throughput **100% – 1,000%** & improved capacity **30% – 40%**
- Reduced inventory **50% – 90%**
- Reduced product defects **40% – 50%**
- Better on-time deliveries → Reduced lead time **80% – 90%**
- Reduced manufacturing floor space **30% – 40%**

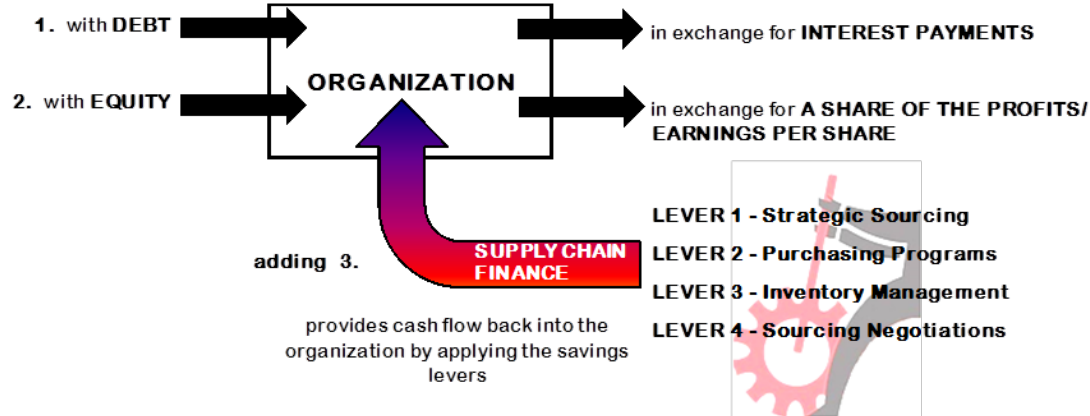
OF NOTE: MATERIALS-PURCHASING MATRIX



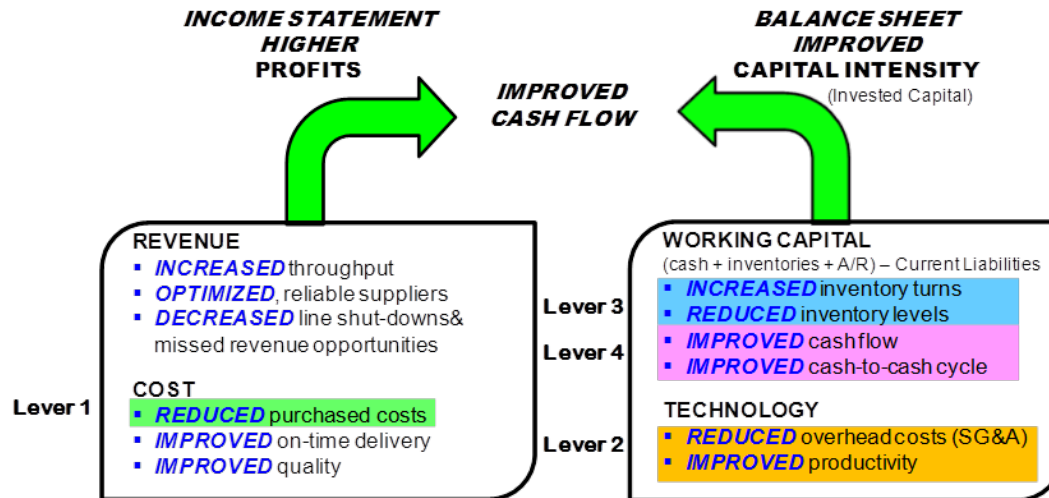
Reduced inventory **45%** for a key customer by linking Purchasing, Inventory and Finance with customer forecasts

OF NOTE: SUPPLY CHAIN FINANCE ... a 3rd type of financing

An organization currently funds itself



Implementing these levers,



An example of a \$50 Million manufacturer, \$1 Million is added to the bottom line!

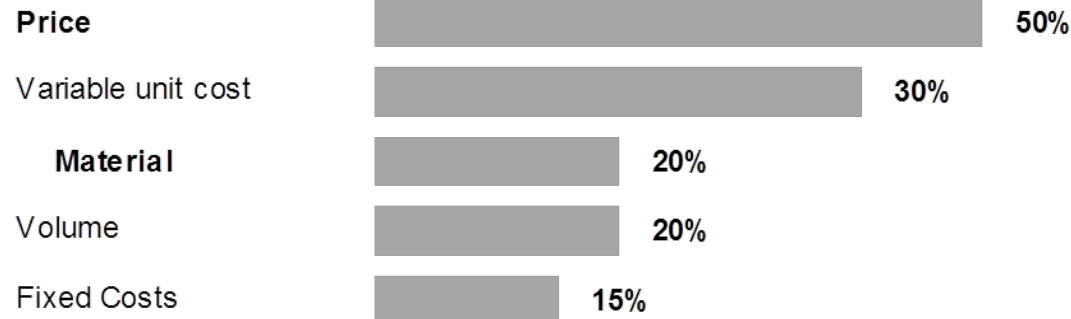
Good pricing can

- Create new markets
- Grow the business
- Gain a sustained competitive advantage
- Grow revenue & profits

Profit drivers

A 5% improvement in
this profit driver ...

... leads to a profit improvement of ...



Key actions to review/implement

- Price dimensions that you use
- Pricing techniques
- Price positioning
- Price setting

CHECKLIST

Are you ...

	Yes	No
viewing your supply chain as a strategic asset?		
continually evaluating which value chain activities are core competencies and outsourcing the rest?		
BUYING FOR LESS (Supplier Relationship Mgmt., Global Sourcing)?		
BUYING BETTER (Focusing on best value (TCO) instead of low price)?		
CONSUMING BETTER (concurrent procurement with design engineering)?		
SELLING BETTER (joint selling with suppliers)?		
staffing the right people in the right positions - <i>people make policy</i>		
detecting and recovering from fulfillment errors automatically, before your customers do?		
using a supplier selection & approval process? Formal agreements?		

Michael McCracken

A results-driven executive problem-solver with a strong record of improving cash flow. Highly successful implementing Supply Chain Management, Purchasing, Operations, and Strategy improvements.

Primary industries served are oil & gas, industrial machinery, aerospace, automotive, electronics.

Mr. McCracken earned a MBA from Auburn University and a BS Industrial Engineering from Northwestern University.

Cell: (814) 341-0168

email: micyn2@gmail.com