



Operational Excellence

**BE AGILE.
GROW FASTER.**

Operational excellence goes well beyond cutting costs. It's about achieving greater flexibility, agility, and higher levels of responsiveness to increase competitive advantage and fuel growth. And we help by driving process improvements from the ground up, enabling the business to grow its bottom line 2x faster than its top.



Does your organization struggle to:

- Respond to rapidly changing customer needs
- Reduce operating costs and deliver on time to customers
- Sustain performance improvement year over year
- Transform multi-site facilities into efficient operations
- Attain cost synergies with new acquisitions

With the TBM approach to operational excellence, you will:

- Achieve greater levels of flexibility and responsiveness to fuel growth
- Improve customer satisfaction, expedite new product development, improve cross-functional execution, and accelerate acquisition and integration
- Build a sustainable competitive advantage
- Free-up cash, space, and human resources to focus on expansion and growth
- Grow your bottom line 2x faster than the top

Realize short- and long-term process improvements.

LEAN TRANSFORMATION

TBM pioneered the Lean revolution, making Lean the standard for world-class enterprises like Nike and Caterpillar. Our Lean transformations can turn your organization into a competitive powerhouse in just 18-24 months. You get a roadmap that aligns your performance improvements to your strategic objectives. And we teach your people to think Lean and continually drive substantial, long-term results.

TARGETED PERFORMANCE IMPROVEMENT

Make dramatic performance improvements that directly impact customer satisfaction. We map out value streams for targeted enhancements in inventory, throughput, supply chain efficiency, warehouse/distribution, value engineering, or new product development. Then we bring functional teams together to deliver desired improvements in safety, quality, delivery, or cost.

SHORT-TERM COST-OUT/CASH FLOW IMPROVEMENTS

Make significant improvements to inventory, receivables, floor space, quality, or energy consumption in six months or less, quickly freeing up hundreds of thousands to millions in annualized savings. We help you improve agility in the short term while competitively positioning you for long-term achievement.

BACK OFFICE TRANSFORMATIONS

Drive improvements in administrative processes throughout your business, including HR, financial, sales and marketing, customer service, and product development. You'll significantly reduce SG&A costs while serving customers better. And you can grow your business without increasing SG&A.

PACTIV

Leveraging Operational Excellence to Enable Aggressive Growth.

- Improved raw material pass-through, cost-saving initiatives, and supported organic growth and acquisitions
- Improved revenue by 17% and EBITDA by 38%
- Eliminated \$250 million in costs

GLATFELTER

Accelerating Realization of Continuous Improvement Benefits

- Created and rolled out a continuous improvement roadmap
- Launched a model site featuring daily management, strategy deployment, and KPI management system
- Actual results as a percentage of net sales exceeded target by over 50%

WIKA INSTRUMENT CORP

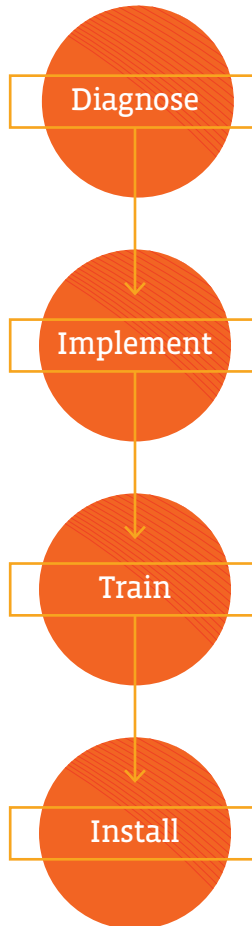
Weathering the Recession and Setting New Sales Records

- Avoided excessive inventory and maintained profitability during global recession
- Productivity gains enabled growth without adding headcount, generating \$7 million in annual costs savings
- Successfully managed 30% sales growth post recession

Make rapid improvements and sustain your advantage.

Our consultants are some of the few who still get our hands dirty, working shoulder-to-shoulder with your leaders and employees at the point of impact. Our hands-on approach is the key to rapid, meaningful results. We help you generate financial impact right away, while integrating training and enabling technologies to help you sustain change and growth long term.

The TBM Approach to Operational Excellence



Seasoned consultants tour your facility and ask the right questions to understand your situation and quickly hone in on your biggest operational challenges. We map out value streams to help you understand your greatest opportunities for improvement.

We implement operational excellence initiatives at the ground floor, tackling your biggest challenges first to start driving immediate financial results, then extending improvement to other areas of your business.

We train your operational leaders and employees along the way, developing skills and confidence for leading and maintaining change and building on improvements.

By installing a Management System process, we connect operational excellence initiatives to business objectives and give your team tools for daily execution, problem solving, and accountability.

Be agile. Grow faster with TBM. →

SPEED WINS EVERY TIME

TBM specializes in operations and supply chain consulting for manufacturers and distributors. We push the pedal down in your operations to make you more agile and help you accelerate business performance 3-5x faster than your peers.

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