



Rapid Diagnostic. Rapid Value Creation.

TBM Diagnostic

Quickly identify opportunities and financial impact of performance improvements and create a Go-Forward Implementation Plan for rapid value creation.

Diagnostic Plan Assessment Areas



Operational Excellence

- Lean Progression Analysis
- Value Stream Mapping
- Cost Analysis Bridge
- Capacity Analysis
- Operations Analysis
- Management System Assessment
- Going to GEMBA – Shop Floor Observations



Supply Chain

- Logistics and Transportation
- Distribution & Warehouse Operations
- Supplier Management
- Inventory Optimization
- Sourcing & Procurement
- Technology
- Integrated Business Planning / S&OP
- Planning & Scheduling
- Network Review
- Talent Capabilities



Human Capital Management

- Organizational Structure & Gaps
- Leadership Risks
- Talent Management
- Technical Capabilities
- Leadership Capabilities
- Culture



Maintenance Excellence

- Safety
- Workplace Organization
- Maintenance Measure
- Facilities Maintenance
- Equipment Maintenance
- MRO Process
- Information Management
- Work Order Management
- Maintenance Organization

Understand Gap Closure Opportunities to World Class via Diagnostic Assessment

Identify opportunities for performance improvement in production operations; quantifying the benefits of capturing these opportunities including:

- Evaluating the quality of the site (visual management, flow of product, safety, obvious bottlenecks)
- Identifying significant specific productivity savings with respect to throughput and staffing
- Analyzing supply chain management processes
- Analyzing capacity management and utilization
- Evaluating scalability of supply chain and Sales & Operations Planning processes, ability to transform from Make-to-Order to Inventory/Production Plan/Sales Forecast model
- Evaluating proposed initiatives by management and validate the impact on productivity, cost, and revenue
- Identifying additional productivity/quality/throughput opportunities
- Assessment of management team – level of scalability
- Refinement of value creation themes identified during due diligence including:
 - Management System Implementation
 - Process Flow
 - 5S/Workplace Organization
 - Asset Management/Utilization
 - Inventory Reduction
 - Set-up Time Reduction
 - Make vs. Buy
- Developing the initial go-forward plan

Site Diagnostics Delivered in a Short Time Frame

Discovery Pre-Work and Onsite		Report Findings & Implementation Plan	
Validation	Identification	Quantification	Prioritization
<ul style="list-style-type: none"> • Review & analysis of current and proposed management initiatives • Establish a matrix of performance indicators specific to your business • Identify benchmarking and best practices to be identified • Functional Area abilities • Organizational interviews • Site observations to supplement or validate data & assumptions 	<ul style="list-style-type: none"> • Value chain and process mapping of key areas • Conduct Lean Progression Analysis • Capacity analysis • Procurement/ Distribution analysis • Change Readiness Assessment • Understand Gap Closure Opportunities to World Class • Collaborative brainstorming on improvement opportunities 	<ul style="list-style-type: none"> • Cost analysis bridge to performance • Impact of organizational structure on business performance • Current year and run rate savings suggestions • Observations, key actions, and financial impact by improvement theme • Vetted “Likely” and “Possible” case EBITDA impact range 	<ul style="list-style-type: none"> • Opportunity Impact/ Difficulty Analysis • Project summary of findings • Go forward implementation plan and timeline

Diagnostic Improvement Opportunities Identified

CLIENT	IMPROVEMENT OPPORTUNITIES
 <p>HVAC Manufacturer</p>	<p>\$14 Million/500 bp of achievable improvement in EBITDA worth ~\$90+ million in value creation.</p>
 <p>Specialty Foods Manufacturer</p>	<p>\$10+ million identified in productivity savings and excessive product give-away.</p>
 <p>Middle Market Auto Interior Maker</p>	<p>\$2 million captured in annualized savings in less than 1 year.</p>
 <p>Provider of Merchant Payment Services</p>	<p>\$2 million validated EBITDA improvement.</p>
 <p>Diversified Global Manufacturer</p>	<p>30% up in EBITDA in three years.</p>
 <p>Plastic Films Maker</p>	<p>\$1.9MM to \$3.6MM identified in EBITDA improvement opportunity by the operational diagnostic team and go-forward recommendations to achieve it.</p>

Shedule Your TBM Diagnostic Today!

Identify opportunities for performance improvement in production operations.



Speed wins every time.

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



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