

CLIENT SUCCESS STUDY

MANUFACTURING PERFORMANCE TURNAROUND

DEFINITIVE STEPS TO MARKET SOLIDIFICATION

The Situation

A mid-market manufacturer of award/recognition plaques and ribbons, had tried to sell its way out of losses, and found greater revenues lead them to higher losses. With their customer base consisting primarily of direct catalog sales, they had not experienced profitability in three years, despite growing sales.

Management was desperately seeking the structure and tools to gain control over machine utilization, inventory, and labor productivity.

The Challenge

The client was seeking a smooth running production facility, with proper capacity loading and the ability to compete effectively in the marketplace, with lower costs. While the vision was great, it went no further than the CEO's office.

Little to NO workflow management existed. Manufacturing standards/expectations were out of date or simply did not exist. Inventory was out of control.

The Approach

Focused on a quick turnaround, the consultants at Gordian quickly worked with the production teams to develop detailed process maps, and workflow analysis. Management controls were implemented and production expectancies established. Crewing guides were set, and production planning was based on real capacity. Gordian established "work to time" relationships with "real time" progress reporting.

Production management and supervision under went intensive training and "on the floor" follow-up.

After a review of purchasing capabilities and inventory versus turnaround times, a substantial reduction in raw material inventory was achieved.

The Results

Within four months, the CEO achieved his vision, through the assistance of the consultants at Gordian Transformation Partners.

This company moved from a consistent loss position to a strong profit center. The client almost doubled production output with twenty five percent (25%) less labor. In addition, the company took on additional third party work, as they were now left with more capacity than sales.

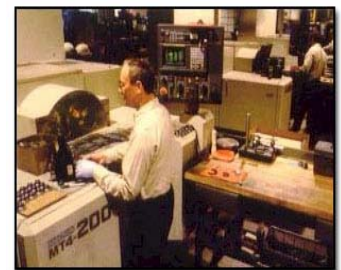
- Plaque line throughput increased 180%.
- Ribbon production throughput increased 50%.
- Machine utilization increased 40%.
- Labor was reduced by 25%.
- Inventory levels reduced by 40%.

The client achieved a 4.0:1 ROI.



Plaque line throughput increased by 180%

*In less than four months.....
"moved from a consistent loss position to a strong profit center"*



Gordian established "real time" progress reporting.

**SOLVING YOUR COMPLEX
BUSINESS PROBLEMS**

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**S T R A T E G Y , T R A N S F O R M A T I O N S &
P E R F O R M A N C E T U R N A R O U N D S**

ABOUT GORDIAN TRANSFORMATION PARTNERS

Gordian Transformation Partners is a boutique management consulting firm that integrates traditional management consulting disciplines with high-impact leadership practices and breakthrough thinking tools for mid-market clients. The result is a powerful consulting process that enables CXO's to solve their toughest business challenges with speed, efficiency, and economy.

Gordian Transformation Partners is headquartered in Atlanta, GA. We draw on the knowledge and experience of our consultants, whose skills span the initial generation of ideas and insights all the way through to detailed implementation. Gordian's consultants have lead transformation and turnaround initiatives for over 500 Global 1000 and mid-market companies in Australia, Belgium, Canada, Cyprus, Denmark, Finland, Hong Kong, Indonesia, Italy, Jamaica, Malaysia, Mexico, the Netherlands, New

Guinea, New Zealand, Norway, Portugal, Singapore, Spain, South Africa, Sweden, Trinidad, the United Kingdom, and the USA.

Gordian's consulting expertise addresses every area of your enterprise, from developing a transformation strategy to make your organization more customer-focused, to optimizing your supply chain investment, with the tools and expertise to help you reach your objectives.

Gordian draws on the knowledge and expertise of our consultants, whose skills span a wider range of capability than many other major consulting firms. The disciplines of Gordian's consulting specialists are underpinned by deep change management experience - managing risk, mobilizing staff and integrating initiatives to deliver sustainable change quickly.

Gordian Transformation Partners assists clients on a wide array of issues and problems, regardless of industry vertical. Gordian's

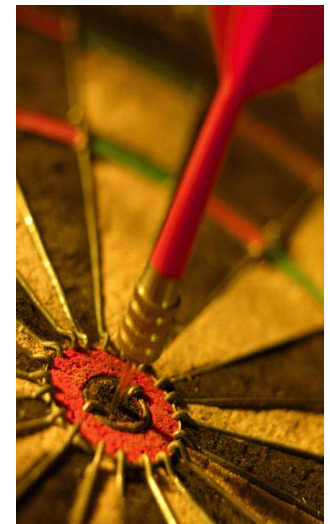
consultants' capabilities have been developed through years of experience creating solutions for the most complex, fundamental problems facing companies today.

Gordian Transformation Partners is focused on what is most important to senior executives and their organization:

- Enterprise Transformation
- Customer Driven Transformation
- Strategy
- Change Management
- Business Process Management
- Performance Turnaround
- Behavioral Development

Gordian Transformation Partners:

- *Help organizations produce extraordinary business results, while connecting and enriching the lives Gordian Transformation Partners touch.*
- *Works in a dynamic team environment, where you and your management team share substantially in the economic value that you help create.*
- *Trains and develops you and your management team, to realize your fullest potential.*
- *Transforms your organization to a collaborative, high-energy, and fulfilling work environment.*



Is your business on target with your vision and customer expectations?

**Contact Gordian at:
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