

Business Improvement and Financing Resources for Manufacturers

Are you faced with deteriorating operating and financial performance? Are you having difficulty gaining access to financing?

The sudden and severe economic downturn has acutely affected manufacturers. Tight credit markets have reduced (or eliminated) the availability of capital for manufacturers, and simultaneously reduced demand from businesses and consumers. Volatile costs of raw materials and transportation, increased overseas competition, and continued margin pressure have compounded this difficult situation.

Manex and Pragmatic Business Solutions (PBS) understand your very real and imminent business performance and financing challenges. Beyond our award-winning and Rapid ROI business and financial performance solutions, we have partnered to deliver business improvement and teamed up with selected lenders, and private equity groups to enable better access to financing. We focus on the areas that matter most.

- Our firms exclusively serve manufacturers, distributors and their supply chains
- We use a proven process that will rapidly identify opportunities and improve your performance (and the metrics that are most important to lenders and investors). We'll identify immediate cost/process improvements and opportunities for growth
- We improve your business and operating performance, which increases the likelihood of retaining current funding
- Our partnerships with private equity groups and lenders may offer effective financial alternatives for you

Proactive Companies Are More Profitable

In 2008, Georgia Tech reported manufacturers that focused on product and process innovation were 200% more profitable than those focused only on short-term cost reductions. Those who seize upon this opportunity to improve their business operations will ultimately outperform their competitors and will find sufficient interest from lenders and investors.

Approach

Our proven methodology is designed to rapidly and dramatically improve your performance:

Step 1: Assessment – Starting with an onsite discussion (usually lasting 2-4 hours), we meet with your management team and tour your facility to understand your challenges and determine how best to assist you.

Step 2: Business Performance Audit – We thoroughly review your financial and operational performance and processes and compare them to industry benchmarks and best practices. We then identify, quantify and prioritize your opportunities and alternatives.

Step 3: Short-term Operating Plan – We develop and implement action plans to drive immediate performance improvement.

Step 4: Sustain Improvements – Our team provides ongoing support and management assistance (including augmentation or interim management, if needed), to ensure you sustain performance.

Benefits

Realize immediate process improvement and cost savings. Identify new or improved market opportunities and growth strategies. Show convincing performance progress and turnaround milestones to current lenders.

- Increase profitability; rapidly and dramatically decrease operating costs
 - Meet lender covenants and retain existing financing
 - Qualify for better or additional financing
 - Operate more efficiently; develop and implement a superior business model
 - Identify and pursue more attractive business targets
 - Access to private equity and other lenders
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About Us

Collectively, Manex, PBS, and their partners work with lenders, shareholders, and management teams to ensure the survivability and growth of companies experiencing financial or operational difficulties.

The Corporation for Manufacturing Excellence (Manex) has been delivering proven, high-impact solutions exclusively to manufacturers, distributors and their supply chains since 1995. Recognized as Northern California's premier consultant to middle market manufacturers -- and an award recipient from the National Institute of Standards and Technology for the economic impact it has had on its clients -- Manex consultants average 20 years of industry and consulting experience in providing Rapid ROI solutions in the areas of strategy, people, process and performance.

With a holistic approach and by leveraging proprietary tools (including financial and benchmarking tools that identify and quantify improvement opportunities), Manex pinpoints high-impact strategic, organizational, revenue and process improvements and helps implement them to quickly achieve cost efficiencies and increased profits.

Pragmatic Business Solutions is a senior management-consulting firm that specializes in working with companies to improve their strategies and business processes in order to meet revenue and earnings objectives. The firm is comprised of successful senior executives that have been with America's best companies and have extensive executive and general management experience.

Pragmatic Business Solutions teams-up periodically with strategic consulting firms and private equity partners to assist companies where complimentary leverage exists to provide improvements to revenue and earnings, manufacturing and processes, restructurings, interim management, and planning and strategy.

How do I get started?

For more information or to schedule an appointment, please contact Jonathan Lee at jlee@manexconsulting.com or contact us through our website at www.manexconsulting.com.
