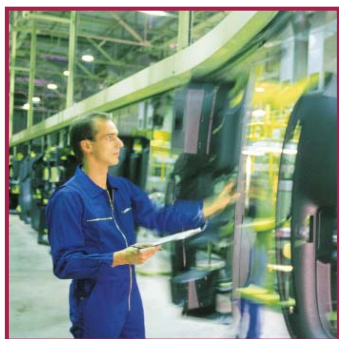


Operations Solutions for Manufacturers & Distributors



Potential Benefits to You

- ▶ Focus your operational goals, objectives & strategies on sustainable performance improvement
- ▶ Improve shareholder value, working capital, customer service & asset productivity
- ▶ Boost revenues
- ▶ Lower total costs
- ▶ Increase EBITDA
- ▶ Streamline business practices



Helping You Achieve Sustainable Performance Improvements

The most successful manufacturers and distributors provide a higher level of service to customers at a lower cost with less investment in working capital than their competitors. Sounds simple. But improving your performance can be complicated and the solutions more sophisticated and integrated than ever before.

Help from BKD

That's where the operations consultants of BKD Manufacturing & Distribution Group can help. We've worked in the trenches of the manufacturers and distributors that design, engineer, supply, make, distribute and service consumer, commercial and industrial products. Our focus is enhancing performance through *pragmatic solutions*.

Our experience with many manufacturing and distribution companies gives us a broad perspective and body of knowledge we draw ideas and solutions from to apply to your situation. We apply our experience and knowledge base to solve the kind of business problems you encounter daily. Such as:

- Operations and supply chain *strategic* problems:
 - ✓ Manufacturing operations
 - ✓ Distribution and logistics
 - ✓ SKU rationalization/reduction
 - ✓ Performance improvement
- Operations and supply chain *management* problems
 - ✓ Excessive lead times
 - ✓ Poor quality
 - ✓ Inability to deliver on time resulting in penalties and invoice deductions
 - ✓ Unacceptable profit performance, return on assets and shareholder value
 - ✓ Low inventory performance
 - ✓ Unsuccessful lean implementations
 - ✓ Inappropriate performance metrics
 - ✓ Increasing total cost structure
 - ✓ Inefficient business processes
 - ✓ Poor demand planning and forecasting
 - ✓ Lack of effective materials and inventory management

- ✓ Underutilized information systems to enable business processes
- ✓ Low distribution and warehouse operations efficiency
- ✓ Poor asset maintenance management
- Customer-related problems
 - ✓ Declining performance with customers and loss of market share
 - ✓ Poor integration with customers
 - ✓ Inability to meet customer requirements
 - ✓ High prices—can't match prices of offshore competition
 - ✓ Commoditization—little or no value add

About BKD Manufacturing & Distribution Group

BKD, LLP is one of the 10 largest CPA and advisory firms in the U.S. and the firm of choice for growing companies and high net-worth individuals. We help clients go beyond their numbers by applying our technical expertise, unmatched client service and disciplined delivery of solutions to their management and financial needs. BKD's more than 1,900 personnel, including approximately 230 partners, are based in 27 offices in 11 states.

BKD Manufacturing and Distribution Group serves more than 2,700 manufacturers and distributors. The more than 180 advisors are experienced in the same growth, human capital, operations, financial and technology issues you face daily. We help you with solutions aimed at reaching your peak performance.

BKD Manufacturing & Distribution Group applies our operations and supply chain resources to help solve business problems and achieve sustainable performance improvements.

The BKD Approach

As a large division within one of the country's largest CPA and advisory firms, BKD Manufacturing & Distribution Group takes a systematic approach to operations engagements. We start by learning about your company and studying your operations through a fact-based, data-driven analysis. Then we apply proven methodologies and concepts to improve business processes that support a focused strategy and meet customer requirements.

Finally, we help implement the new processes, procedures and performance measurements and integrate with enabling technology. This is a key difference between BKD and other professional advisory firms: **We help implement the improvements we recommend to make sure they are functioning and delivering as expected.**

The benefits we achieve result from a disciplined analysis of your operations and the design and implementation of pragmatic solutions, with performance measurements put in place to help sustain the benefits.

Solutions to Sustain Process Improvements

Our approach has worked for many other companies, as illustrated by the accompanying list of

successful, completed projects. Our operations consultants concentrate on strategy development, operations excellence, organizational improvements and information support systems. Projects can be all-encompassing or focus more narrowly on a single aspect of the process—you define the scope of the projects we undertake.

Sample Projects

- Business strategy assignments to increase growth and profitability
- Materials and inventory management business process design and implementation
- Inventory reduction and control business process design
- Key replacement parts inventory management processes
- Cost improvement and working capital assignments
- Materials management process design and implementation
- Purchasing department assessments and improvement
- Lean manufacturing implementations
- SKU rationalization process design and implementation
- Distribution and warehouse improvements



Beyond Your Numbers

BKD would like to take you beyond your numbers by applying our technical expertise, unmatched client service and disciplined delivery of solutions to your operational needs. We are committed to delivering results with integrity: solutions that are ethical while also practical, timely and affordable. Let us take you beyond your numbers.

Issues BKD Can Help You With

| | |
|---|---|
| <h4 style="text-align: center;">Strategy Development</h4> <ul style="list-style-type: none"> ✓ Manufacturing ✓ Products ✓ Customers ✓ Supply chain ✓ Sourcing | <h4 style="text-align: center;">Operations Excellence</h4> <ul style="list-style-type: none"> ✓ Logistics ✓ Expansion & consolidation ✓ Outsourcing ✓ Core competencies ✓ Manufacturing operations ✓ Distribution operations ✓ Supplier integration ✓ Customer integration ✓ Customer service ✓ Order to cash ✓ Total cost structure ✓ Working capital ✓ Performance measurements ✓ Business policies & processes ✓ Supplier performance ✓ Customer performance |
| <h4 style="text-align: center;">Organization</h4> <ul style="list-style-type: none"> ✓ Business structure ✓ Enterprise design ✓ Business processes & flow ✓ Globalization ✓ Merger integration ✓ Enterprise development ✓ Divestitures | <h4 style="text-align: center;">Information Support Systems</h4> <ul style="list-style-type: none"> ✓ Demand management, communications & forecasting ✓ Performance measurements ✓ Decision support ✓ Enabling tools ✓ Fine-tuning current system configuration |



For a complete list of our offices and subsidiaries and their contacts, visit:

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