

## Lean Ware Consulting Services

*Groundbreaking strategies + hands-on expertise = Results!*

*Amongst the first professional consulting groups in Central California*

### Are your operational and management strategies taking you in the right direction? Think again! Think lean, think Lean Ware!

Trusted *success partner*, Lean Ware Consulting Services, specializes in providing cutting-edge operational and management consulting services to a variety of companies, small to Fortune 500. As consultants, we take great pride in leveraging operational excellence and innovative strategies to transform and revitalize organizations, improve top-line and bottom line performance, and deliver results. We believe it is not enough to develop powerful operations management strategies; these strategies must be integrated and aligned with the company's overall vision and umbrella strategy.

Over the past decade, market dynamics have undergone dramatic changes. From client demographics to global outsourcing to technological and regulatory shifts, these trends have shaken up the very way business is conducted.

Companies that are considered leaders, today, have not just adapted to these changes, they have discovered hidden opportunities and used them to gain a competitive edge. That is what we do. Through visionary strategies, operational innovation, and strategic and tactical changes, we catapult our clients to become enviable market leaders.

### Our value proposition

We take great pride in staffing only the finest of the finest. What makes Lean Ware unique and a cut above the competition is its focus on hiring consultants who go *above and beyond* developing academically-sound models and strategies.

**Our top-notch consultants are bright and talented minds who have built and managed world-class operations.** This gives us an insider perspective, one that is so rarely found in the consulting industry.

We can serve a variety of industries, including consumer packaged goods, retailers, IT, agriculture, food and beverage, alternative and traditional energy, and chemicals. Our clients are global, and so is our focus. Through our unique network of alliances and strategic partners within US and emerging countries, we have provided strategic support for companies embarking on international expansions.

### Areas of expertise

- ✓ Operational Strategy
- ✓ Manufacturing, Packaging, and Distribution
- ✓ Logistics/Supply Chain

- ✓ Product Innovation
- ✓ ERP, IT Backroom Operations Development
- ✓ Outsourcing (BPO) and Global Resource Development
- ✓ Business Process Development and Enhancement
- ✓ Product Quality
- ✓ FDA Regulations
- ✓ HSE
- ✓ Continuous Improvement
- ✓ Lean Techniques
- ✓ Continuous Improvement
- ✓ Facility and Computerized Maintenance Programs
- ✓ Strategic Relationships
- ✓ Customer Value Enhancement
- ✓ Cost Reduction
- ✓ And more ...

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### About Us

We are proud to be amongst the first professional consulting groups in Central California. Our core vision is to serve as an outstanding resource to our clientele, primarily by providing groundbreaking operational and management strategies.

During past engagements, we have helped our clients build value and achieve and retain a solid competitive edge through pioneering operational and management strategies.

### What makes us unique?

The success of any consulting organization is dependent, largely, on the talent pool it employs and this is absolutely an area where **we dominate the competition**. Our experts offer not only outstanding consulting expertise, but also **decades of hands-on experience** in building, managing, and transforming a variety of organizations, including Fortune 500 companies.

In addition to our own talent pool and strengths, we also offer powerful synergistic alliances with a global network of partners and resources. This network of partners has helped many past engagements, including efforts involving international expansion of operations. We have the ability to facilitate all phases of such expansions, including government approvals, product and market research, site selection, design, and construction -- all at low capital costs.

### Capabilities

Our capabilities and areas of expertise are as dynamic as your needs. We can serve a variety of industries, including but not limited to, consumer packaged goods, retailers, IT, agriculture, food and beverage, and alternative and traditional energy and chemicals.

Over the past few decades, our consultants have leveraged their expertise for a variety of engagement, including manufacturing, packaging, cost reduction, project management, innovations, utilities, distribution and logistics, ERP, IT back room operations development, business process outsourcing (BPO), BPO business process development and enhancement, product quality and FDA regulations, software selection, HSE, continuous improvement, lean techniques, facility and computerized maintenance management programs, and more.

**For an initial one-on-one consultation and proposal, please call our consultants today: 1.800.XXX.XXXX.**

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### Selected Engagements and Sample Cases

We are continuously working on new consulting engagements. The following examples represent recent assignments:

#### **Facilitated international expansion, drove multi-million dollar cost savings, and provided *start to finish* consulting expertise and hands-on support**

An Ohio-based chemicals company was keen on driving cost synergies and solidifying its presence in South Asian markets. The end goal of this project was to achieve cost efficiencies and foster a solid competitive edge by expanding manufacturing operations to include an off-shore plant in India.

The company's internal staff was unable to deliver, and senior management decided to exploit Lean Ware Consulting Services' expertise. Our consultants embraced this challenge, turned-around the project's progress to client's satisfaction, and seamlessly led a multi-phase engagement through all phases. Project scope entailed provision of a wide range of business, supply chain, and operational consulting services, including assisting with development of overseas business and manufacturing operation, BPO, backroom operations, IT outsourcing, and site selection.

Our team of consultants managed this \$20 million turnkey capital project involving ten acres of land, millions of barrels in initial production, and potential savings exceeding millions of dollars. The work started with a detailed assessment and an extensive feasibility study that evaluated all aspects, from site selection and land acquisition to development of supply chain operations from ground up. We leveraged our network of international partners and provided valuable government contacts at both federal and state levels.

Phase 2 encompassed analysis of multi-state incentives, recommendation of cost-friendly location, exploitation of distribution synergies, and optimization of operational efficiencies. Phase 3 entailed overall execution, including development and management of plant design and construction details.

#### **Operational strategies**

- Worked with senior management to improve asset and capacity utilization through continuous improvement and lean concepts, including value stream mapping.
- Helped major corporation reduce its utility tariffs and save valuable resources through supply consolidations.
- Drove labor savings through automation and operational scheduling changes and efficiencies.

- Developed and optimized self assessment processes, resulting in improved product assurances.
- Utilized third party contracts and strategic contacts to establish distribution strategies.
- Analyzed and reduced cost of goods (food products), resulting in a dramatic improvement in market share and overall competitiveness.

### **Process improvements**

- Reduced costs, improved facility and manufacturing effectiveness, and improved equipment uptime by developing a robust computerized maintenance system and effective MRO strategies.
- Accelerated system performance and reduced costs by introducing TPM processes and techniques.
- Ensured compliance with FDA regulations and food safety and audit requirements by developing and instituting comprehensive processes.
- Worked on safety process development, resulting in reduced injuries and Workmen's Compensation costs.
- Created innovative methods to improve system performance; instituted measurements.

### **Distribution and logistics**

- Effectively improved cube and space optimization.
- Established distribution strategies.
- Third party logistics ices tracts.

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### **Bios of Key Consultants and Partners**

#### **Raj Srinivas, MBA, Co-Founder, Partner, and Senior Consultant**

Raj is an accomplished performer with over 26 years experience and a solid track of maximizing organizational value and leading Fortune 500 companies to world class operational, manufacturing, and distribution standards. During his distinguished career, Raj worked in several key areas, including operations, manufacturing, distribution, supply chain, customer interaction, sales, plant management, lean management, continuous improvement, and international expansions.

Srinivas is a unique professional in the consultant market. He has provided hands-on leadership for multi-million dollar initiatives, saved millions in costs, directed multi-billion dollar operations, led hundreds of employees, and managed plants and operations for large corporations, such as GM. Under his leadership and as a result of his strategies, organizations developed into top-ranked, best-performing operations.

Raj started his early career with Union Carbide and worked his way through key leadership positions at reputed organizations, such as GM and Target, among others. In addition to his strategic and tactical expertise, Raj offers a solid network of international contacts. He holds a Bachelor's Degree in Mechanical Engineering, is a Registered Professional Engineer (State of California), and holds an MBA from California State University.

#### **Vikram Reddy, MS, Co-Founder, Partner, and Senior Consultant**

Vikram's background of 22 years is a solid combination of technical and leadership skills. He offers extensive managerial expertise and technical proficiency in project management, enterprise systems, quality, Six Sigma, data collection systems, and test equipment.

Reddy has led cross-functional, international teams during several projects for elite clientele. He has directed initiatives for enterprise solutions, quality management, Six Sigma, data collection systems, and test equipment.

Among his recent positions, he served as the CEO and president of GlobeSoft and has also been a board member for CS Software. Vikram holds a Bachelor's Degree in Electrical Engineering and a Master's in Computer Science.

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### **Continuous Improvement (CI)/Total Productivity Management (TPM)**

From Toyota and General Mills to PepsiCo and Nestle, the world's largest companies have relied on Continuous Improvement and Total Productivity Management to save \$50 million over five years. In addition to saving tens of millions of dollars, these cutting-edge concepts have transformed overall organizational culture and have empowered these companies to achieve a solid competitive advantage.

If you haven't explored implementing these concepts yet, you could be losing out on millions of dollars in potential savings.

### **Zero Loss. Total Employee Involvement.**

Modeled along Toyota production methodologies, the core focus of these programs is to drive execute a "zero loss mindset" and total employee involvement.

### **Trust Lean Ware Consulting Services to management your Continuous Improvement and Total Productivity Management initiatives**

Our team of dedicated consultants are hands-on experts who have successfully implemented CI and TPM initiatives across Fortune 500 companies worldwide. Why reinvent the wheel? Lean Ware can cost-effectively design and implement CI and TPM strategies for your organization and create significant value by exploiting strategic opportunities.

In a rapidly-declining economy characterized by rising commodity prices, Continuous Improvement and Total Productivity Management can boost overall competitiveness. We can create a comprehensive toolbox and foster organizational growth by targeting improvements in bottomline growth and market share (through improved pricing).

### **Recent Engagements**

Case 1: Through a comprehensive process centered around evaluation and execution of CI and TPM concepts, our team of consultants improved startup efficiencies at a food manufacturing plant after maintenance shut down for over a week. We maximized plant operating capacities and ensured timely compliance with customer demands.

Case 2: Utilized 5S to improve plant equipment performance; predictively maintained through CI programs. Efforts resulted in improvements in plant system performance by over 5% and saved company substantial labor costs.

Case 3: Executed total employee involvement initiative. Production line workers focused on zero loss mentality and assumed accountability for their own processing lines.

Involved cross-functional teams to improve line efficiencies and daily performance by enhancing scope of overall role within the facility.