



QUANTALYST

CONSULTING, LLC

*Creating Value through
Quantitative Modeling*

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The Assessment

A nationally recognized, high end, ceramics manufacturer was facing the threat of discontinuing operations if productivity improvements could not be implemented to bring the organization to profitability.

The Scope

Assumed full charge responsibility for both the financial and operational aspects to implement necessary changes to achieve profitability and continue operations.

Actions/Implementations

- Identified job throughput and time-in-plant issues as barriers to profitability
- Implemented schedules to rapidly accelerate jobs-in-process to generate cash and improve customer service and satisfaction.
- Redesigned several back office processes while simultaneously upgrading usage of existing ERP.
- Implemented retail point of sale efficiencies to relieve significant back office burden.
- Restructured staffing - while achieving improved morale among the force.
- Hired replacement staffing to allow the successful turnover of responsibilities allowing a successful exit of the engagement.

The Results

- Client regained profitability, generating excess cash of over \$300,000 in the first 9 months of turnaround.
- New management hired to carry forward the organization after the completion of the turnaround and restructuring more than doubled sales volume in the succeeding 3 years.
- The firm recovered from a going concern opinion to an unqualified opinion in the succeeding audit following the restructuring.
- Quantalyst Consulting, LLC engagement director elected to the board of directors