

Enable profits; not just reduced costs.

Companies are driven to increase profitability and achieve financial plans/budgets. The quest to improve profit is based on a number of assumptions. Most often, assumptions change (like sales forecasts), challenging our cost control efforts or targets.

Have you ever been frustrated that cost reduction targets remain, while assumptions change dramatically?

Costs are easy to measure and we feel the most direct control over costs. But the reality is that most costs are fixed or nearly fixed and cost reduction can frequently be volume driven initiatives putting pressure on inventory, distribution and cash flow. Are yours?

The answer to improving profitability lies in transitioning from local cost reduction efforts into an enterprise profit capability. Easily said, but rarely accomplished. We help you transition your “cost chain” into a ***Profit-Chain***.

Experience Driven Consulting

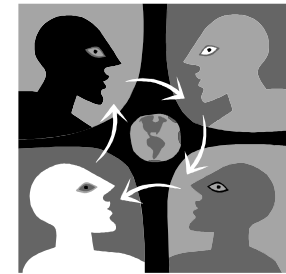


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Profit-Chain Consulting

Transforming The Enterprise



Experience Driven Consulting

www.profit-chain.com



Your consulting source for:

- Theory Of Constraints
- Lean Manufacturing
- Supply Chain Management
- Distribution and Logistics
- Activity Based Costing

Profit-Chain Services

Profit improvement can be viewed as a series of small separate steps. If the steps are not integrated, sub-optimal results or conflict may result. Our approach enables an effective change effort with cohesive change focused on the enterprise. Our approach is practical and designed to fit your needs.

- **Lean Manufacturing.** You've read the book(s), but want practical advice and guidance:
 - Management education
 - Designing flow and pull
 - Pragmatic problem solving
 - Integration with ERP processes
- **Supply Chain Management.** Diagnosing current performance, processes and policies can be a daunting, but important step:
 - Process benchmarking
 - S&OP business process
 - Logistics network analysis
 - Data analytics
 - Supply planning approaches
- **Theory of Constraints.** Getting started with the five focusing

steps? We can support you:

- Identifying the right constraint
- Getting to the core problem
- Using clouds effectively
- Building a solid transition tree
- **Activity Based Costing.** We can provide new views into profitability:
 - Defining business processes
 - Quantifying activity drivers
 - Developing cost structure
- **Program Management.** Our experience enables broad support:
 - Performance measures
 - Project management
 - Sounding board and sanity check
 - Implementation!

Getting Started

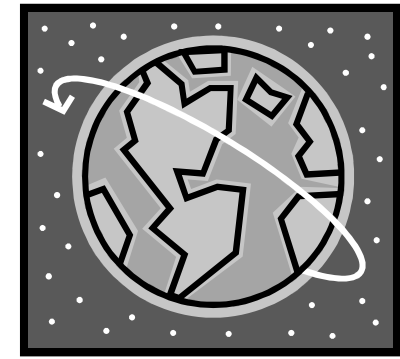
You may have a number of questions and concerns. How can you effectively initiate a project and set realistic expectations? How do you assess where to start? Some suggested starting points:

- Periodic consultation 1-2 days
- Educational workshops 1-3 days
- Assessment and planning 1-3 weeks

We support small steps so you are comfortable with expectations, approach and scope of the effort. You can find more information at www.profit-chain.com.

Enterprise Focus

We help you view the whole, for an approach to align and execute.



Our Qualifications

Profit-Chain is led by Kirk Zylstra, a 20+ year Big 4 consulting veteran and retired partner. Kirk brings a wealth of industry and subject matter expertise to all clients.

Our clients' success says it all. Refer to our web site and download overviews of client results.

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