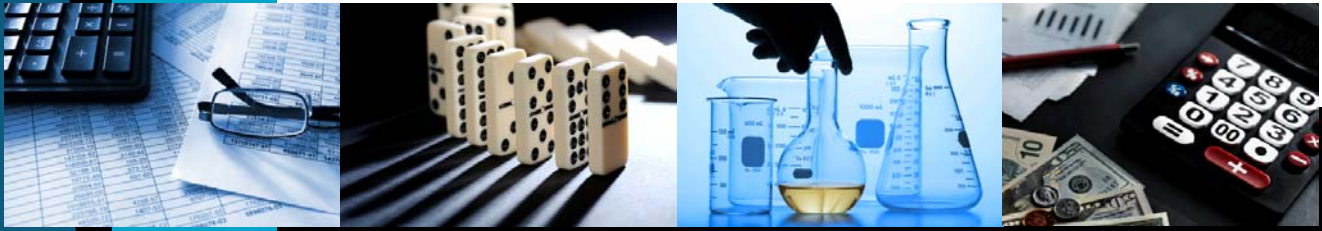


ASSESS ■ PLAN ■ IMPROVE ■ SAVE



Operational Solutions



Save money and make more by sourcing, streamlining and strengthening your organization.



100 Cummings Center, Suite 207P • Beverly, MA 01915 • Phone 978.236.1170 • www.seachangeenterprises.com

“In the end , all business operations can be reduced to three words: people, products and profits. Unless you’ve got a good team, you can’t do much with the other two.”

-Lee Incocca



Our Team

We have over 40 years of business experience, leading groups within highly-regarded organizations and serving top-tier clients. Some of the Fortune 500 firms that we have assisted include top investment banks, manufacturers, technology companies, cable and entertainment, life sciences, diversified holdings, commercial real estate and others.

We have applied Strategic Sourcing to nearly \$1B of a client's expense base and generated nearly 20% in contract savings. We have achieved \$5.7M annual cost savings by building more efficient logistics management for another enterprise. We have also successfully implemented large scale systems improvements for a number of organizations. We are leaders in our fields and we want our clients to be leaders in theirs.

Are you concerned about your bottom line?

If so, let us help you propel your organization to the next level.

**Our operational solutions work for 4 reasons:
We assess. We plan. We improve. And we save.**

ASSESS

Streamlined operations save you money and increase your revenues. To achieve this, you must examine your organization from the inside out. We investigate and analyze your existing procurement, operational or organizational procedures to determine the key areas for improvement, potential cost savings and unexplored revenue opportunities. We combine intensive industry research, extensive operational expertise and use of top-tier analytic tools and capabilities to provide you with a comprehensive look into the sourcing, operational improvement and organizational streamlining options that will help to achieve your financial and business objectives.

PLAN

Together we then choose the best options to pursue and devise the tactical plan that will drive the achievement of the big picture objectives. This may involve pursuing pricing through proper RFX and use of best-in-class eSourcing tools (with *Strategic Sourcing*), creating a logistical, supply-chain and systems improvement roadmap (with *Opportunity Assessment* and *Systems Analysis*) or issuing a procedural shift execution plan (with *Lean Management*). However, we go beyond the traditional 'check box' action items for achieving greater efficiency, because we understand that successful operations leverage key people and relationships. We identify the individuals internal and external to your organization who must be involved, committed, monitored and rewarded for your operational objectives to be achieved, and provide you with the plan for approaching and engaging them.

IMPROVE

We work alongside you to implement our recommendations, providing the internal and external support required to get the job done. We may conduct negotiations with vendors and supply chain players, oversee the purchase and implementation of enhanced systems, assist with reorganization of logistical functions, develop, pilot and disseminate new company policies to coordinate efficiency-seeking efforts and more. In addition, we determine the metrics that will be the key indicators of the project's success, and establish the methods for measuring and monitoring them from start to finish.

SAVE

We typically reduce spending by 20% (without headcount reduction) through *Strategic Sourcing*. We have helped clients grow by **15%** percent per year through *Opportunity Assessment* projects. We have positioned businesses to reduce their personnel and material waste by 40% through *Lean Management* consulting services. We save our clients money and help them generate more money because we commit to their ongoing success. We track your success metrics, realign your purchases, people, policies and procedures as needed, and drive continued commitment of all the parties involved. The project does not end until we have fully implemented sustainable solutions that allow you to achieve your high level objectives.

Our methods are proven. Our results are measurable.

Call today for more information: (978) 236-1170