

# CAPABILITY STATEMENT

Cornerstone Consulting Organization (CCO) is a SDVOSB certified operations optimization and talent recruiting firm that supports companies in multiple industries: Manufacturing, Mobility (on- and off-highway), Automotive, Defense/Aerospace, Healthcare, Food/Beverage, Retail, Chem/Pharma, Utility, and Energy.



## CORE CAPABILITIES

### PROCESS



Our holistic and integrated approach ensures rapid goal achievement through team collaboration. CCO's broad network of subject matter experts (operations, maintenance, supply chain, distribution, risk, quality, technical, logistics, HR, and more) delivers results in a variety of functional areas.

- Business Transformation and Turnaround
- Production Design and Deployment Planning
- Operational Improvement Projects: Line Rebalancing (MODAPTS, BIQ, and FIT), Improved Velocity, OEE/Quality/Scrap/Labor Improvement
- Supply Chain Strategy, Risk Assessment, Total Cost Analysis, and Development
- Logistics Analysis and Optimization
- Strategic Planning and Deployment
- Budgeting and Operational Planning
- Due Diligence, Diagnostics, and Analytics

### PEOPLE



Our first-hand operational experience across industries helps us to find and deliver the right person for your business. Plus, our training and development programs elevate your team and enable them to progress and build a positive, sustainable culture change.

- **Augmented Staffing:** Quality, Engineering, Program/Project Management, Supervisory, IT, Professional Engineers, Maintenance, Supply Chain, Logistics, and Managerial, Financial, Training, HR, and More
- **Training:** Lean, Kaizen, SMED, SIOP, PFEP, Safety, Quality, TPM/5S, SPC, Root Cause/CAPA, VSM, Kanban, APQP, 6 Sigma, TOC, DOE, Finance, and More
- **Staff/Leadership Placement Services:** Management, Executive, Supervisor, Technical, Quality, Finance, Project, Supply Chain, Distribution, and Logistics
- Reorganization Assessments and Support
- Organization Development and Execution

## COMPANY SNAPSHOT

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# OUR APPROACH

CCO holistically evaluates businesses to ensure the organization can optimize performance and collaboration. We don't just look at part of the problem, we provide an integrated solution.

## ▶ We're the Anti-Consultants

We don't just document and report. We analyze for solutions, then execute. We lead and work alongside our client's teams to deliver results that positively impact the client's key performance and return on investment.

## ▶ Operational Excellence

CCO's Operational Excellence (OpEx) method creates a visual business management and alignment system while discerning the root cause and permanent corrective actions.

## ▶ FIT Operations

Our revolutionary Fundamental Intrinsic Theorem (FIT) method establishes a framework to improve process, analyze trade-offs, manage change, and align an organization.



## Our Differentiators

- CCO's senior leadership team lead client turnaround situations as part of the overall benefit to our clients and all have previously led multi-billion-dollar companies.
- Our personnel recruiters have over 20 years of hands-on process and industry knowledge. They ensure the best person for the position and are not just "keyword" searchers.
- Our combination of on-the-job and classroom training quickly accelerates the understanding and effectiveness of the training.
- Our organizational assessment and development plans create the best team possible.

# SUMMARY OF PAST PERFORMANCE

## Problems Discovered

- Apathetic leadership
- Siloed operations
- Poor alignment and communication
- Insufficient change management
- Lacking operators
- Unreliable vendors
- Feeble labor efficiency
- Substandard shop floor control
- Unsatisfactory project execution
- Weak equipment reliability
- Meager material availability
- High inventory, low cash flow
- Subpar customer metrics (delivery and quality)
- High mix's negative impact on efficiency

## Methods & Tools

- Staffing attainment, cross-training, pay incentives, playbook and reorganization of the structure
- Roll CPS out to vendors
- Customer scorecard communication process: Created and implemented an aligned scorecard process. Flowed customer requirement down to the manufacturing floor.
- Formal program management with an integrated master schedule (IMS) and a stage gate process
- Preventive/predictive maintenance, technical expertise, total cost of ownership to justify proactive maintenance, time-bound metrics
- Material replenishment and inventory planning: Kanban, buffer inventory, flow signal, replenishment standard work
- Factory scheduling: SIOP, capacity planning, EOQ, ERP, scheduling parameters
- SMED, quick changeover events
- Establish process capability, define standard work (process parameters), playbook, escalation, establish KPIV and SPC
- Price benchmarking
- Total cost of ownership evaluation
- Due diligence assessment tools, benchmarking, business scenario optimization (material, labor, freight, maintenance, SRR)

## Results Achieved

- OEE increase >10%, reliable data for decisions and prioritization
- >98% "required to run"
- 6-8 week early warning system
- OEE increase >10%, two-way accountability, ownership, engagement
- 100% compliance to action plans due to integration and prioritization of project work into daily work
- >20% increase in equipment availability
- >30% increase in product availability
- >10% inventory reduction with 20% increase in OTD, fill rates
- "Green" customer metrics
- 20-30% increase in first pass yield
- 10-40% profitability improvement
- 5-50% improvement in PPV