

# TRANSFORMATION PLANNER

Process Improvement • Revenue Growth • Industry Benchmarking

It can be difficult to identify where the biggest opportunities for improvement exist.

**CEG's Transformation Planner** uses your company's financial and operating data to model the financial impact decision making will have on your **PROFITABILITY**.

Leveraging over 20 years of experience, we eliminate the noise by focusing on **12 AREAS** where the **GREATEST OPPORTUNITIES** exist:

- Gross Margin
- Inventory Turns
- Utilities
- Scrap and Rework
- Premium Freight
- Days Receivables
- On-Time Delivery
- Available Machine Hours
- Machine Run Hours
- Schedule Bumping
- Employee Turnover
- Value per FTE

Through the use of industry benchmarking, set improvement goals with confidence knowing that your goals will be obtainable.

## Testimonial

"Incredible. It confirms what I was feeling in my gut and thinking, and it opened my eyes to other items that I had not thought about. The benchmarking report provides a lot of information monetized with valuable data based on true, factual numbers. This is helping me as President / COO to see how to move forward to improve processes and create growth."

—Eileen Guarino, President / COO, Greno Industries, Inc.

Performance Metric	Current		Proposed		Target			
	Value	Percentile	Value	Percentile	Value	Percentile	Annual Benefit	One-Time Cash Conv.
Utilities	\$325,660.00	17.39 %	\$137,263.75	42.39 %	137,263.75	42.39 %	\$188,396.25	\$0.00
Run Hours as % of Available	80.00%	81.82 %	84.88%	95.00 %	84.88	95.00 %	\$473,745.34	\$0.00
On-Time Deliveries	97.00%	73.91 %	98.95%	95.00 %	98.95	95.00 %	\$252,551.41	\$0.00
Inventory Turns	14.00	88.36 %	23.03	95.00 %	23.03	95.00 %	\$242,438.59	\$1,616,257.25
Days Receivables	41.30	62.03 %	30.60	87.03 %	30.60	87.03 %	\$122,419.42	\$0.00
Premium Freight	\$47,747.00	10.53 %	\$10,000.00	35.53 %	10,000.00	35.53 %	\$37,747.00	\$0.00
Scrap And Rework	.09%	95.00 %	.11%	95.00 %	.09%	95.00%	\$0.00	\$0.00
Employee Turnover	12.00%	50.33 %	3.43%	75.33 %	3.43	75.33 %	\$132,923.81	\$0.00
Schedule Bumping	5.00%	57.89 %	1.00%	82.89 %	1.00	82.89 %	\$77,727.20	\$0.00
<b>Total:</b>							<b>\$1,527,949.01</b>	<b>\$1,616,257.25</b>

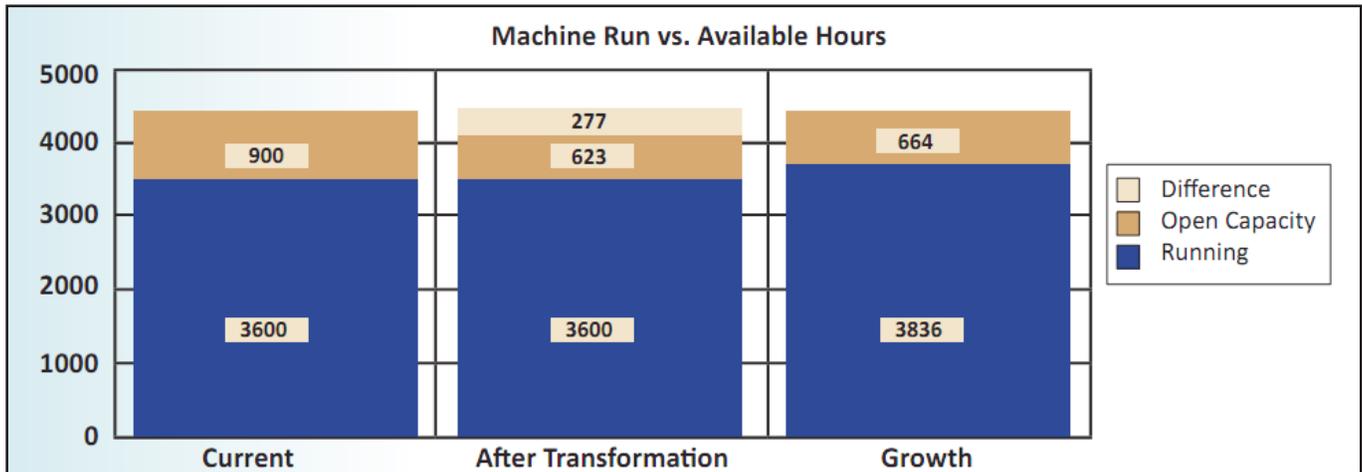
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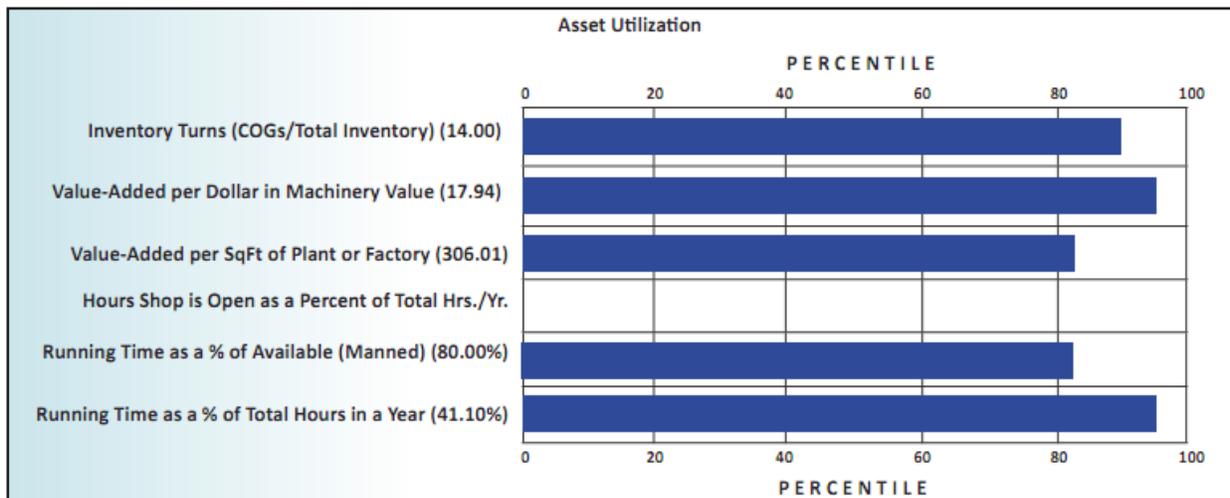
Continuous improvement isn't just about reducing costs and increasing profits.

Working smarter and not harder frees up resources allowing your company to accomplish more with the same resources.

**CEG's Transformation Planner takes the goals you set and shows you what additional revenue potential exists by accomplishing your goals.**



By better utilizing your resources, the potential exists to process more products without additional capital investment. Finally, if strategic planning isn't enough, **CEG's Transformation Planner** calculates **benchmarks for more than thirty metrics**.



**Know how you stack up against your competition.** Use this information to help improve your quote win rates, demonstrate to your customers why you're better than the competition, or fulfill benchmarking requirements set forth by customers and quality management systems.

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