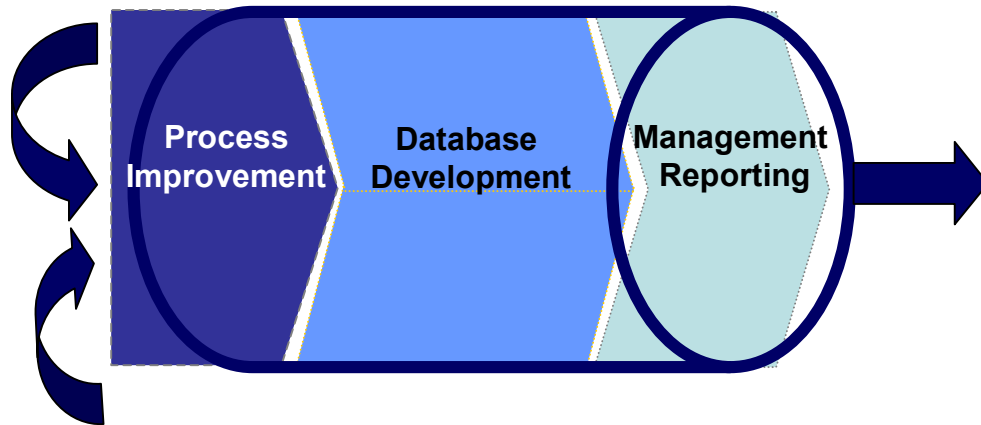


## METHODOLOGY - OVERVIEW



At Macklin Consulting, we are geared to:

- designing low-cost solutions,
- focusing on a specific user's needs,
- gathering critical information that help senior leadership make informed decisions.

Our desktop programs are not operational panaceas but rather **incisive tools designed for the person responsible for reducing the identified waste in a specific process**. In fact, our programs usually generate ancillary benefits for the entire organization.

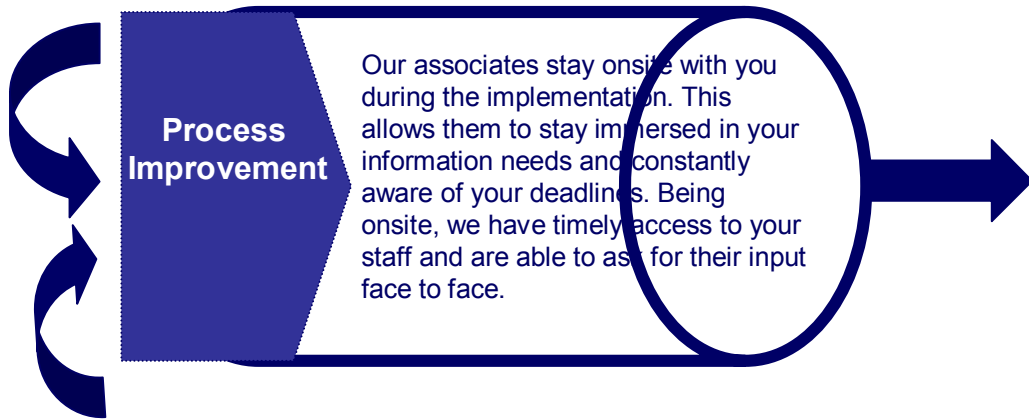
These are gains that come from a **more efficient process**, one that does not cause problems to reverberate to other departments.

Our experience has demonstrated that the **systemic solution** for one problem can then be modified for the next problem in your organization.

We do not promise one magic pill. We do promise **a comprehensive tool to reduce waste in a specific area**, one process at a time.

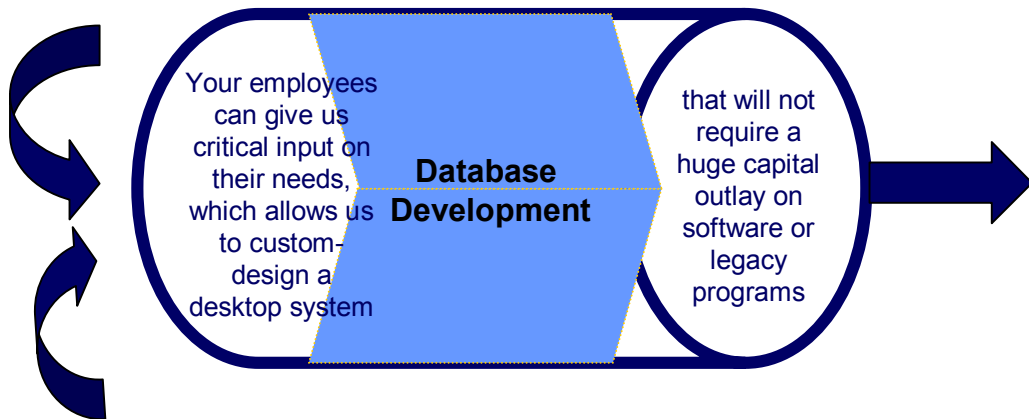
Being onsite, we have timely access to your staff and are able to ask for their input face to face. Your employees can give us critical input on their needs, which allows us to custom-design a desktop system that will not require a huge capital outlay on software or legacy programs.

## METHODOLOGY – PROCESS IMPROVEMENT



- Process mapping
- Develop shop floor controls
- Analyze methods
- Assess employees' capabilities
- Expert modeling
- Performance review checklist
- Revised process documentation
- Closed loop feedback mechanism

## METHODOLOGY – DATABASE DEVELOPMENT



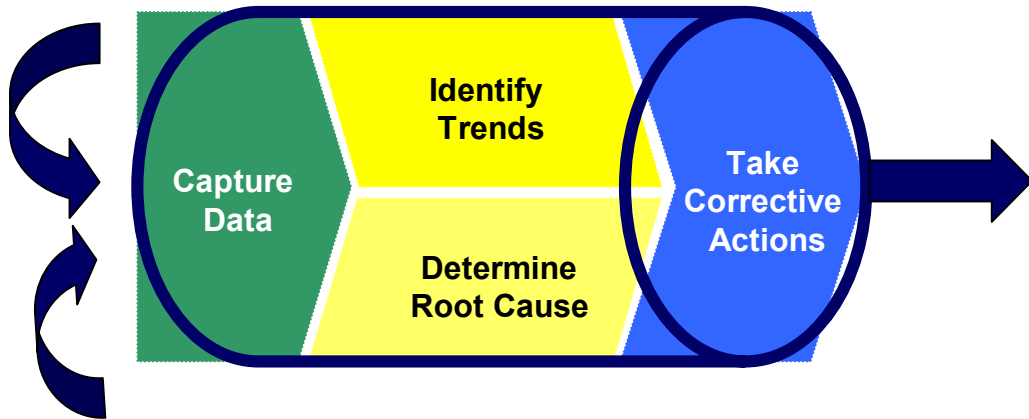
- Client specific terminology
- System that complements process
- Customized tool for process owner
- Ability to add new defect codes
- Easy to modify for employee changes
- Fully documented
- Ample onsite training
- Personal Help Desk support

## METHODOLOGY – MANAGEMENT REPORTING



- Customized client specific queries
- Hone in on process, product, or part
- Study employee, shift, department performance
- Perfect for Root Cause analysis
- Produces Corrective Action mechanism
- Keeps activities focused on desired results
- Shortens and focuses meetings
- Reduces excuses or anecdotal story telling
- Assures accountability
- Quantifies and tracks savings

## METHODOLOGY - RESULTS



- Material Yield improvement
- Cycle Time reduction
- Productivity enhancement
- Process improvement
- Expert modeling
- Performance tracking
- Working Capital management
- Service & Sales representative efficiencies
- Database development