

# ALLEN K. PRATT

Sales, Marketing & Business Development for  
Start-Up, Turnaround & High Growth Environments

630-390-9293

## HAWKEYE CONSULTING ADVISORS

### OUTSIDE IN SOLUTIONS

#### Champion Change:

- Start up, Chapter 11 recovery and high growth environments. Outside In voice-of-the-customer solutions.
- Eliminate customer complaints from past due deliveries
- Outsource non-core operations

#### Scope of Competence:

- Industry bandwidth and sector experience



#### Drive for Results:

- Operational improvements: KPI creation and monitoring, inventory turns, on-time shipments, rapid response performance, LEAN thinking, outsource Supply Chain
- Sample results in revenue growth:
  - 35% single year growth (retail, specialty food)
  - 40% sales revenue growth (manufacturing)
  - 150% sales growth, six years (distribution)
- Eliminate obstacles to revenue growth

**HAWKEYE**  
CONSULTING ADVISORS, LTD.

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“I’ve worked with Allen Pratt for over 6 years at Man Roland. Allen is truly respected with the customers he had worked for in his tenure at Man Roland. Allen supported me with my customer’s request in a diligent manner and always went the extra mile.”

**Jim Norton**

*Project Manager, Man Roland Inc.*

“Allen is an innovative leader with unrelenting focus on bringing value to his customers. While at Goss, Allen took control of an organization and re-orientated its wayward direction while quickly producing measurable results. Allen was always supportive of our organization and treated us as “internal customer” - providing world class service and support.”

**Vincent Grosso**

*Director, Installations, Americas  
Goss International Corporation*