

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

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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*