



STRENGTHEN THE LINKS IN YOUR SUPPLY CHAIN

Customer-centric Performance Improvements Leading to Sales Growth

Use an outside-in view to solve issues most important to customers. International equipment manufacturer / distributor experiencing rapid growth but infrastructure was not strong enough to support expanding installations. Developed new forecasting model, improved inventory asset management, trained company to listen to the voice of the customer. Evangelized customers about new supply chain capabilities.

- Customer count grew 20% but parts sales grew by 150% over a six year period. Built stronger relationships with manufacturing divisions creating new revenue growth.

Global equipment manufacturer filed for Chapter 11 protection during September 2001. Assumed Department head role, reorganized support organization, created KPI metrics that provided direction and drove results.

- Lost 20% of the workforce due to reorganization. Renewed sales growth and regained market position. Recognized for most significant turnaround.

Industrial and agricultural equipment manufacturer experienced difficulty launching Enterprise Resources Planning (ERP) software to run the business. Organized the project steering committee for effectiveness. Recalibrated the project plan and executed hands on training.

- Launched ERP software 6 months ahead of deadline. Company continues to utilize software today. Lead project task force to Holland for post-implementation recovery.



“It takes a special type of personality to make a \$2 billion global manufacturing company appear ‘entrepreneurial’...Allen Pratt is just that type. When Allen found out that our company could be live with a 100,000 SKU e-commerce site in 30 days, he decided that his company could too. And together, we did it, breaking a 10 year global deadlock - under budget.”

Brandon Wilson
President
Distant Horizons, Inc.

“Allen was the best consultant that I’ve worked with. He is someone who listened to our needs and delivered the results we expected. We’d like to have him back for another project as his availability and our needs permit.”

Bernadette Krzysiak
Retail Manager
Great Steaks and More

“Allen’s tenacity for excellence combined with his pragmatic approach to meeting and exceeding goals, providing solutions and communicating his ideas is a unique breath of fresh air across a landscape of stagnant corporate thinking.”

Glenn Drong
President
Tri-Spire Innovation



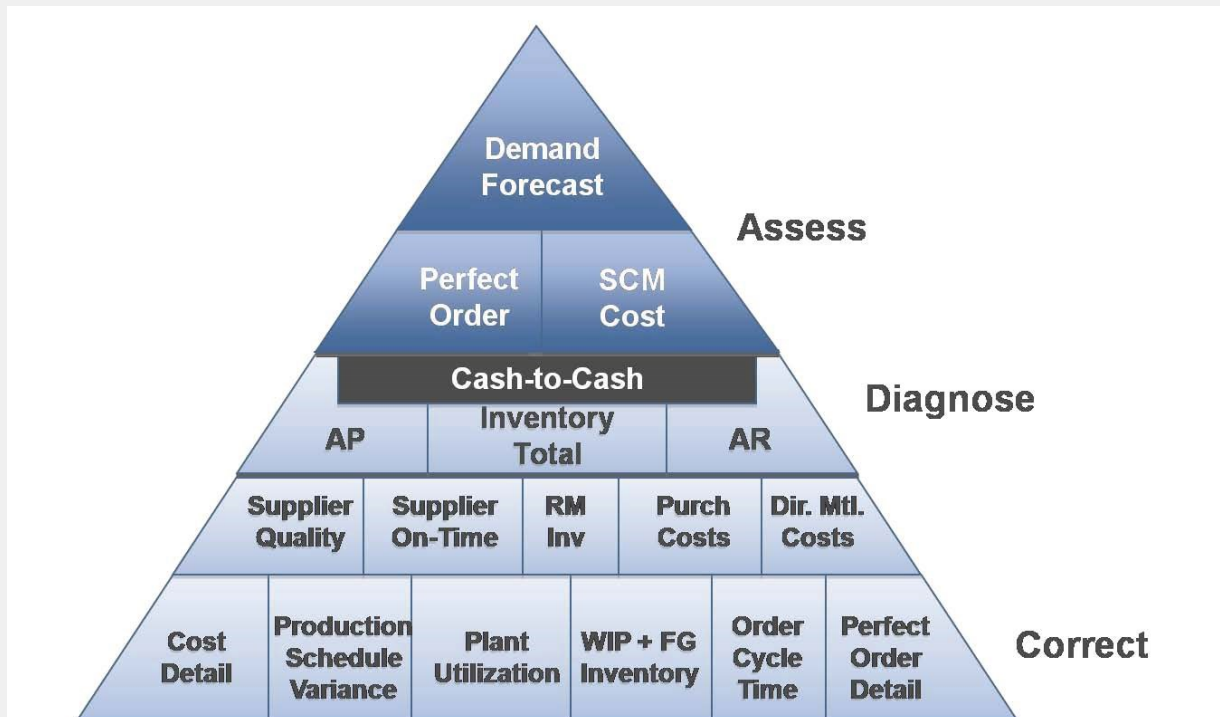
HAWKEYE

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An Example: The Hierarchy of Supply Chain Metrics

Champion Change:

- Understand and manage customer requirements
- Align key business processes to achieve those requirements
- Utilize rigorous data analysis to minimize variation in those processes
- Drive rapid and sustainable improvement to business processes



Drive for Results:

- Align business strategy to critical improvement efforts
- Mobilize teams to attack high impact projects
- Accelerate improved business results
- Govern efforts to ensure improvements are sustained