

INDUSTRIES

Industries Served

- Aerospace / Defense
- Alternative / Energy
- Automotive
- Banking
- Consumer Goods
- Electronics
- Financial Services
- Government
- Healthcare
- Industrial Equipment
- Insurance
- Life Sciences
- Manufacturing
- Medical Devices
- Software
- Telecommunications



Value Differentiation

- Dynamic process and business analysis, including optimization and risk assessment
- Incorporates needs of all roles and stakeholders
- Integrates customer demand with process, resources, supply chain, and financial performance
- Lower cost than comparable internal or external efforts
- Typical project duration of 2-10 weeks

EXAMPLES OF OUR WORK

Post-Merger Consolidation

- Client acquired a competitor with similar products and technologies with combined revenues of \$800M
- Helped consolidate 22 manufacturing sites into 18
- Rationalized products, manufacturing, support operations, and supply chains
- Created multiple operating scenarios for each plant with detailed financials in 3 months

Rapid Restructuring

- Demand declined by 50% in a multi-product manufacturing facility
- Restructured from a high-speed line into 4 optimized flexible manufacturing cells
- Evaluated financial risks of demand fluctuations and product mix shifts
- Devised new policies for conveyance, automation, labor, and operations
- 5.9% reduction in cost to add value

New Product Assessment

- Developed business case for investing in a new product development
- Analyzed potential ramp up strategies to invest incrementally in technologies and assets for projected demand
- Evaluated risks for product acceptance
- Saved over \$5M in R&D investments

Demand – Cost Realignment

- Client was unable to meet current demand and was losing money at the contractual price
- Contract required increased demand in 3 months
- Redesigned manufacturing operations (\$30K investment, 2 additional direct laborers) to increase throughput by better use of assets
- Reduced cost by 7% by eliminating a shift while meeting increased demand

Initiative – Cost Realignment

- Client reconfigured to a continuous flow line using process-only guidance, making it unprofitable
- Collaborated with company's experts to prioritize options
- Re-aligned supply chain and resources policies
- Developed a financially superior solution, improving Net Income by over 7%

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Integrated Thinking and Action

Simply increasing revenues, or improving throughput and efficiency, does not guarantee bottom-line benefit. Focusing on aggregate performance, as opposed to the details, risks guiding the organization with disconnected or even the wrong priorities. Leading organizations understand this well, and rigorously secure profitability with a granular product, customer, and operational focus. Doing so requires a holistic approach with integrated financials -- Profit Mapping!

Success demands integrated thinking and action. Improving performance in a single dimension brings only limited benefit -- and can create conflict in priorities. Dramatic improvement comes from systematically understanding options for change simultaneously from multiple perspectives. This should be done rapidly with full financial visibility.

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