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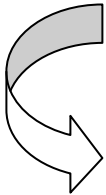
**(Operations Management services
Management in a Box)**

***Your Vision; Your Business; Your Ownership;
Our Task - Run Your Business Effectively and Efficiently;
As simple as that!***

Business Scenario

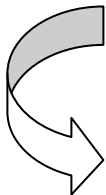
Problem

- You have a great vision, and have great ideas
- You just don't want to deal with the day-to-day execution of the business or don't know how
- Many ideas don't become successful businesses not because the idea wasn't good, but the execution was either poor or lacking



Solution

- Engage us – we are experienced in defining, planning and implementing successful businesses and programs – whether it is
 - In launching a new set of **products and pricing** your product portfolio
 - In developing **marketing plans** and programs
 - In defining your **manufacturing and fulfillment** plans
 - In creating and managing your **network of suppliers**, service providers
 - In establishing your **operational review** discipline
 - In preparing **presentations** for your investor community
- We bring years of operations management discipline, tools, and techniques to the table
- Our unique approach combines experience and knowledge with tools, techniques and software



Results

- Faster time to market of products
- Lower cost of management
- Professional approach to management, takes the emotion out of management
- Increased odds of products and business hitting the market
- Greater profitability
- Business growth

Example Illustration of Solution(s) Topology

	Planning	Process/Execution	Performance/Analytics
Market Management	Evaluation of markets to go into Demographic profiles by state/zip Organization of territories, (branches, stores)	Logistics Management of market entry	Analysis of markets/territories at a macro level City/store (if appropriate) analysis at a micro level
Leads Management	Identify and evaluation of lead sources Relative costs of lead sources	Management of lead procurement Lead qualification and issue	Performance of specific lead sources Cost effectivity/efficiency of the lead sources
Sales (Rep) Management	Sales Planning Technology assisted selling	Sales Paperwork Management Design-to-sell workflow Management	Analysis/assessment of credit sources, plans Retention, Conversion, analysis Effectivity analysis of multiple sales methodologies
Material & Production Management	Material Procurement/Inventory Planning Vendor Contract Negotiation Manufacturing Capacity Planning	Automation of sales contract-to-design-to-BOM/BOL Contract Management with Vendors Material Inventory Management	Vendor Performance Analysis Contract and Terms review Manufacturing efficiency analysis
Installation & Job Management	Job Workflow Steps Planning Installation training	Job Workflow (Status) Management Job /Installation Scheduling	Job status tracking, predictive alerts Installation labor efficiency analysis
Product & Price Management	Study of product & price trends Product Offering definition/launch planning Determination of optimal price points, promotions	Product launch/rollout Product release management/price adjustment Promotion/incentive administration	Product Launch tracking Price elasticity of demand Promotion effectiveness
Business & Financial Management	Annual Sales and Revenue planning Budgeting & Forecasting	Comp plan administration Order to Cash process/reconciliation Procure to Pay process/reconciliation	Operational Business Reviews Revenue and Margin analysis Variance from plan
Customer Management	Customer Service Planning Warranty Planning	Customer after sales service Warranty administration	Customer segmentation by market/age etc for target mktg Cost analysis of services performed on jobs
HR Management	Labor/Resource Planning (Sales Reps, Installers) Training & Certification Planning Management Development Planning	People Workflow Management (similar to a job) Training Administration	Hiring Channel Effectivity analysis Rep productivity/survivability factor Labor pool satisfaction and effect on profitability
Support/Infrastructure Management	Facilities Planning Network & IT planning	Facility Management IT administration	Review of facility costs, ROI on a revenue/foot basis Review of IT spend

Planning

- Setup
 - Products, Prices and Promotions
 - Organizational Roles and Responsibilities
 - Resources (Managers, Staff)
 - Territories, Map Mgrs to Territories
 - Material Catalogs, Prices, Labor Rates
- Define Resource and Territory hierarchies

Execution

- Execute defined plans and programs
- Definition and execution of process flows
- Collect and manage data at various points
- Define and set up transaction feeds
- Run specific functions such as Product Rollout, Price Mods, Managed Purchasing, Procurement, Logistics Management

Monitoring

- View Business Performance
 - By Product, By Territory, By Resource
 - By Period (Day, Month, Qtr, Year)
- View Commonly required metrics and ratios
 - Sales Conversions, Retentions,
 - Fulfillment Cycle times, customer service levels
 - Revenue per period, per resource..
- Causal Analysis for Sales, Revenue, Productivity
- Ease of management decision making and operations tracking

Solution Administration/General Features

- Template definition and implementation
- Role based responsibilities
- Web Based development and deployment of simple solutions
- Upload/Download from/to Excel
- Easy setup of solutions as a Service

Solution Approach

Our solution approach

- Leverages pre-defined templates and models
- Makes use of best practices and methodologies tailored to your business
- Generates plans, views and reports that are actionable

Advantages of the approach

- Provides the ability to capture and track plans, day-to-day operations and performance causal factors in an integrated fashion
- Bottoms-up plans and methods as opposed to tops-down plans that are inherently sub-optimal
- Facilitates model upgrades to adjust to changing circumstances
- Keeps the Total cost of Management of the business low

Deployment Models

The management service and solutions will be deployed as a subscription service and configured based on the number of markets (territories) served, products managed and resources using the system. If data and computer software use is involved and provided as part of the service, standard help-desk support provided, along with periodic back up of data for customer needs .

Methodology

Shown here is a typical implementation cycle – short, systematic, yet comprehensive

	M1	M2	M3	M4	Months 5+
Solution Configuration					
Pilot Solution					
Process Change, System Integration					
Implementation Rollout					

Why Us

- 75+ years collective experience in
 - Planning, operational and managerial experience at Fortune 50 companies, Big 5 consulting and Supply Chain software companies
 - Process Design, Solution Development background using Advanced Modeling, Systems Engineering and Financial Analysis in all Corporate functions – Sales & Marketing, Manufacturing, Production, Customer Svc
- Design, development and deployment of leads-to-sales-to-fulfillment workflow for companies
- Engagement with Retail, Telecom, Manufacturing, Distribution and other enterprises
- Development of strategic plans, planning models (for product, price, promotions, supply chain distribution and logistics functions), operationalization of these plans
- Development of an Operational Management Discipline for Sales, Marketing, Installation and Customer Service functions
- Proven track record of successful implementations and documented benefits
- Unique approach to problem solving combining proprietary models, process discipline and technologies

Contact Information

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