



# Industrials & Energy

We employ industry experts who have built their career in manufacturing ,operations, and energy. Our professionals have worked in both discreet and process manufacturing, utilites, oil & gas and from consumer goods to industrial products. In addition to manufacturing & engineering expertise, their backgrounds also include electrical power generation, transmission, and distribution, as well as Smart Grid integration experience. Our people are experienced in the latest concepts of LEAN and Six Sigma and rooted with the traditional methods of JIT, Deming, and TPM. More importantly, our team of professionals focuses on deploying the tools, knowledge, techiques and technology that drive tangible value. Value can be derived from reduced lead times and inventories to improved pricing/consumption models and reduced operating costs. Some of our services in this area include:

## **MANUFACTURING & INDUSTRIALS**

### **Operational Assessments**

Assessments are one of the fastest and effective ways to gain an understanding of the issues affecting performance with minimal investment in time and resources. We assemble a team of our most experienced resources to perform an on-site evaluation of your people, processes, technology and strategy. We compare these results to APQC benchmarking standards where applicable and we perform our analysis with a process focus driving down to root causes which hinder overall company performance. The end result is a deliverable with actionable items supported by data and observations that indicate the degree of risks affecting the business. Many of our clients have been able to improve cash flow, reduce inventory and receivables, and improve profitability as a result of these reviews. Other clients have been able to better prioritize future projects and capital expenditure initiatives to yield a faster return on investment of their already planned efforts.

- ✓ *Reduced Inventory 50-60%*
- ✓ *Lead Times from Months/Weeks to Days/Hours*
- ✓ *Improved Profit Margins 15-25%*

### **Manufacturing Integration & Optimization**

We deploy many of the manufacturing methodologies that have evolved over time including: LEAN, JIT, SPC, Six Sigma, TPM, Cell based, Kanban, etc. More importantly, our approach is NOT to prescribe a methodology, but to adapt the element of best in class processes and manufacturing techniques which can be effectively implemented in your environment to yield a rapid return on investment and improve financial and operational performance. These efforts also include improving process

uptime through increased equipment reliability and maintenance management systems (CMMS).

### **System & Technology**

We work with both Tier 1 ERP systems (Oracle, SAP, PeopleSoft, and JD Edwards) as well as the mid-tier and lower cost packages (QAD, MS Dynamics –AX, NA, GP, etc). We believe the software and technology applied should be an integrated part of the process and enhance and improve process performance rather than serve as a record keeper. Frequently many system implementations fail, meet significant resistance, encumber a process by increasing steps and activities, or impede a process. Our team focuses on integrating technology into the day-to-day activities of people involved in the processes which generate value for the business. In addition, the technology and systems deployed must provide quality and timely information to support the decision making. Therefore our teams incorporate methods into business processes that promote quality data input, while helping companies create the reporting and performance metrics needed to operate the business.

### **Capital Management**

Manufacturing, distribution and product driven industries are capital intensive with plants, equipment, and inventories from raw materials to finished goods. Optimizing capital breaks down to doing more with less. Engineers are continuously challenged to redesign products to increase performance while lowering raw material costs. Our professionals are engineers of business. We have worked with our clients to increase utilization and production of plants and facilities without physical expansion. We have improved service, delivery and fill



rates while reducing inventories, lot sizes and days outstanding in receivables.

## **ENERGY & UTILITIES**

We have worked in the energy and utilities industries from Power Generation, Distribution/Transmission to Services. Our utilities experience includes Electric, Gas, Water and Telecommunications. In the energy sector, our people have worked in Oil & Gas exploration, refining and distribution as well as mining of coal and ferrous and non-ferrous minerals. We believe the Energy and Utility industry is a dynamic and rapidly changing environment coupled with regulations/policy, pricing, resource and technology challenges. Our professionals are equipped with some of the latest research from SMART Meter technology to Alternative Energies. In emerging markets and industries, we believe knowledge and innovation is best nurtured through sharing and collaboration. Therefore we also work with leading professionals in the academic world as well, incorporating their expertise along with our industry experts into or delivery of services. Some of our past work in this industry sector has included:



established at the start of the project. When working with an industrial manufacturer they wanted to reduce their electrical consumption by 18-20% and water consumption by 30%. We implemented a strategy of alternative energy production using solar generation and smart metering throughout the plants machines and equipment to reduce their electrical consumption and drop their overall utility cost. Water consumption was reduced by incorporating a unique set of filtering to recycle water usage in the plant for cooling operations and incorporated a green roof and underground reservoir to recycle water for irrigation and landscape usage. The company not only received widespread recognition, but also reduced overhead operating costs by 30%.

## **Labor & Materials Management**

Whether a public utility, mining operation or industrial manufacturer, each business relies upon a significant amount of consumables and materials to maintain operations.

Similar to our process improvement approach we view the process from predicting failure in a replacement part situation to continuous monitoring of inventories and then developing a strategy to continually arrive to a point of optimal performance of lower inventories factored by higher

reliability and up time. In the case of large pipeline operations we worked with a company to strategically position inventories and maintenance crews coupled with safety check and predictive modeling to develop a JIT inventory management model. This was also supported by a complete dispatch system incorporating GPS and weather tracking stations.

## **Strategic Planning**

We have worked with executive teams to build five year strategic plans supported by tactical operations and capital budgets and business cases. When working with executives and industry leaders, we incorporate a macro view into our facilitation process to incorporate the forces in the market place from resource supply and demand to projected outcomes regarding energy policies. We then work with the management team to synthesize the right vision and mission for the company and then begin to break down the process to more tactical plans regarding the operational strategy and go-to-market plan. Through this process we also incorporate the element of risk management. We believe this is important because this field can change rapidly either through a governmental policy decision or an environmental disaster.

## **Operational Excellence**

Whether your business is a public utility responsible for resource/energy production or a mining/oil company exploring and delivery critical fuels to the market. Our approach to operational excellence incorporates our core skills of process improvement and is leveraged by our professionals experience in your industry coupled with your own internal knowledge. We incorporate an end-to-end perspective in process improvement to focus on the resulting performance metrics and goals

---

*SAGIN, LLC is a value driven management consulting firm. Comprised of experienced industry leaders, we serve our clients to achieve their goals. We bring a collaborative approach to our work and incorporate all stakeholders in the process identifying the value drivers to track and deliver results in the process. We are different.*



**SAGINLLC.COM | (312) 281-0290**

---

**Chicago | Detroit | Los Angeles  
Miami | New York | Washington DC**