

Project Summaries Examples and Testimonials

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*You're in business for the reward...
we can help you get it.*

Project Summaries

To better understand the services that the Act Group provides, we would like to share some of the consulting projects that the Act Group performs on a routine basis.

- ✓ A confidential client engaged the Act Group to develop a business plan for the purchase and operation of an extrusion/filtration process that would enhance a plastic-scrap recycling process. The plan was to be submitted as part of a competitive proposal to an international company. The Act Group joined the client in the presentation of the business plan to the buyer. Of the four business plans submitted to the buyer, the contract was awarded to the Act Group's client. The search for an extruder/filtration system ended in Belgium where we were instrumental in locating and negotiating for the purchase of a \$1,000,000 process system. Subsequent operational cost and data analysis became an on-going assignment for the Act Group, along with a role as a business advisor to the client's management team.
- ✓ The new owner of a 25-year old company hired the Act Group as senior business advisors to identify and correct performance gaps in the firm. The owner had created a culture of cooperation and competitive spirit in the company. However, the company was behind in sales and profit goals. The Act Group provided guidance to the owner in areas of business planning and execution, strategy development and implementation, organizational design, leadership performance improvement, management team building, and succession planning.

Based on prioritization of the client's needs (done in concert with the client), the first assignment was to find ways, both organizationally and with internal processes, to increase revenue. This entailed interviewing personnel in the sales and accounting departments, which resulted in the identification of approximately twelve recommendations. One key recommendation addressed re-structuring of the sales team into specific roles. In essence, this was to get everyone in the "right seat on the bus." Other recommendations addressed interactions between the sales and accounting teams; internal communication of the status of jobs; and steps to reduce waste in their processes.

By setting performance and accountability standards and expectations, costs due to inefficiencies, poor communication, and "dropped balls" are expected to decrease considerably and revenue increase. The Act Group periodically monitors the client's progress to ensure that the changes are instilled in the company.

- ✓ The Act Group prepared a Business Plan and associated application for a client as part of a request for a \$2.7M loan from the U. S. Department of Agriculture to upgrade a client facility in South Carolina. The client is a third party logistics provider of supply-chain services and integrated-logistics solutions. The facility was being expanded to accommodate the growth associated with two significant contracts which the client held. The requested loan funds were to be used for recruiting and training 150 new employees, facility improvements, new equipment purchases, technology upgrades and working capital.

The fast-track completion of the plan necessitated a dynamic process to prepare the various components of the plan; Act Group worked closely with the client,



essentially constantly in communication, and took on more and more responsibility from the client to ensure that the plan was completed on schedule. The business plan detailed how the loan monies would be used to improve operational capabilities, create jobs, and add to the local economy and vitality of the community.

- ✓ The Act Group assisted a client in acquiring a parcel of land in northwest Ohio to build a new facility for a business, which at that time, was located in the City of Toledo. The Act Group reviewed various economic development incentive programs offered by all levels of government and by utilities companies. These included programs such as SBA loans, Link Deposit loans, Ohio 166 Direct Loans, Ohio Investment tax credits, Job Creation Tax credits, Enterprise Zone Tax Abatement, CRA Tax Abatement, and EDLC loans for equipment. Based on our findings, the client was able to make informed decisions on how best to structure their building project.
- ✓ The Act Group assisted a second-tier supplier to the automotive industry with an ISO program. The client had been given the option to become ISO 9001-2000 certified or risk the losing their business. Act Group personnel are trained in certification for ISO implementation and internal-auditor responsibilities. Correspondingly, we developed and implemented the ISO programs, resulting in the retention of all business for our client.

Testimonials

- ✓ "I have had the pleasure of knowing Frank for a few years now and had the opportunity to serve on community boards with him as well as see his consulting skills in action first hand. Frank has an intuitive sense of how to help businesses grow and manage their growth which makes him an excellent business consultant. He has a vast repertoire of experience and knowledge to draw on that will be an asset to any business fortunate enough to work with him. If your company is in need of some assistance in business development and growth I would highly recommend sitting down and having a meaningful conversation with Frank at your earliest opportunity." *Mike Temple, President, Temple Development Corporation*
- ✓ "Frank provides solutions, he takes action based on facts, and he has a strong understanding of the personalities of people involved. Frank, being the past owner of two successful entrepreneurial companies himself, brings a great deal of practical experience to his own style of executive problem solving. I would highly recommend Frank to any company experiencing growth, implementing change, and developing performance goals, expectations, accountability, and profitability." *Jim Weber, Principal, Weber O'Brien, Ltd.*
- ✓ "Long-range planning and superior business intellect are focused into specific action steps developed through Frank's consultative approach to improving your bottom line." *Matt Meeker, Shaw-Wyse, Inc.*

Affiliated Family of Companies:

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