

# Brass Tacks Group, LLC



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## Are you facing any of these challenges?

### **Business Transitions**

- Growth/Infrastructure Changes
- Staying Alive/Cash Management
- Interim Executive Management
- Turnaround / Crisis Support
- New Company Start-up

### **Strategic Execution and Management Team Effectiveness**

- A Strategic Plan missing deadlines
- Management turnover in key positions or departments
- Need for a mobilization, transition or coordination team with Finance, Operations, Sales, and IT Expertise

### **Process & Operational Enhancements**

- Need for stronger cash management and financial controls
- Outdated or ineffective business software
- Inadequate, obsolete, or broken business processes
- ERP selections, upgrades, optimization, project management, audits and assessments
- Business reporting to help drive decisions
- Implementation of "Operational Tools" (LEAN, Supply Chain, Workflow, Sales & Ops Plans, etc.)

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## **Recent changes in your company? Bankers/Investors demanding changes, forecasts and results?**

### **Interim Operational Support**

- Serve as Interim Executives - Manufacturing, Finance, Sales and IT
- Establish Finance, IT and Sourcing Infrastructure
- Develop Operational Play Books
- Provide Basic Operational Support
  - Order Entry/Management
  - Financial Statements/General Ledger
  - Accounts Payable/Accounts Receivable

### **Strategic Management**

- Tactical Business Plan Development
- Business Performance Management Assessments
- Outsourced, Reshoring, Onshoring Manufacturing Modeling
- Quoting/Pricing Analysis
- Infrastructure Cost Analysis

### **Cash Management**

- Improve Cash Controls
- Cash Forecasting Management
- Supplier Management and Negotiations
- Banker Relations
- Accrual/Cash Basis Analysis

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## **How do you improve a manually intensive process that requires high quality and high data integrity?**

Every business has processes that are broken, outdated or redundant, but few have the resources, time or industry practices to improve them. Our process improvement projects are designed to meet your business needs and your desired outcomes with tools appropriate for you business.

### **Below are some examples of tools developed for workflow management:**

**Quality Management** - Manage Quality Deviation Process Reporting.

**Process Management** - Track Manufacturing Design Change processes.

**Performance Management** - Manage Employee Performance Process and Peer Reviews.

**Quoting Management** - Manage Quotation Processes from lead generation to order.

**Engineer to Order Process** - Track products from order to installation.

**Project Management** - Provide Dashboard Reports to identify current status of all projects.

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## **How can your organization be more efficient - have shorter lead times, on time delivery, and with the quality the customer expects?**

We increase effectiveness by understanding, optimizing, and aligning business activities and processes to support objectives. We equip organizations to look beyond the results from data gathering and begin to understand the business process itself and its impact on operations.

### **Below are some examples of operations improvement projects:**

**Business Process Re-Engineering** - Process map and identify methods to improve the efficiency and cost effectiveness of business processes.

**Inventory Management** - Assist in the identification and elimination of the causes of inventory inaccuracy, excessive or obsolete inventory and the inability to quickly locate when needed.

**Facility Layouts** - Review and identify an improved flow of materials, people and operations, whether in an existing facility, the result of new demands or the need to consolidate operations.

**Lean** - Focus on the elimination of waste (non value added activities) within an organization that create long setup times, lack of material flow, late orders, scrap, high cost or a disorganized facility.

**Supply Chain** - Review and identify ways to improve the procurement and distribution of products. Private and Postal Logistics Optimization.

**Project Management** - Provide Dashboard Reports to identify current status and to drive accountability for all projects.

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## **Project plans missing deadlines or have no deadlines? Projects failing without accountability?**

We focus the project team on the issues and tasks that the team can change to impact the project, not dwelling on the tasks that have already occurred. This forward looking strategy is part of our Project Management approach, which requires team members who are accountable for their assignments and contributions to the project.

### **Below are some examples of tools developed for workflow management:**

**Media Company** - Project work related to improvement of existing production process, conversion of distribution activities to a new vendor and development of process performance monitoring processes.

**Construction Company** - Management of activities related to a software selection project as well as project management support for software implementation.

**Insurance Company** - Facilitated a team of technical resources and business resource to consolidate legacy data from 3 systems into a single data analysis database.

**Insurance Company** - Development of a Project Management Office (PMO) to facilitate management involvement in project decisions and accountability of projects to Senior Management.

**Conveyor Manufacturer** - Management of activities related to improvement of existing engineer-to-order processes, implementation of new processes and development of web-enabled technology solution to manage new process performance.

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## **Are your systems providing meaningful information to make business decisions?**

### **Reporting Tools**

- Microsoft Access
- Microsoft Excel
- Crystal Reports
- SQL Server Reporting Services (SSRS)

### **Report Examples**

Click on the links below to see sample reports.

- [Stop Lights](#)
- [Project Management](#)
- [Quote Tracking](#)
- [Sales Metrics](#)

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**Your business systems provide you the information necessary to make decisions.**

**Are your systems supporting your needs?**

## **ERP Experience**

We help you transform or upgrade your existing system.

- SYSPRO
- Microsoft Dynamics AX

## **Database Proficiency**

We bridge the gap between what your systems provide and the information you need.

- Enhance existing databases
- Consolidate multiple databases
- Normalize table structure

## **Web Based Applications**

- Conversion
- Development
- Integration

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## **Brass Tacks Group**

- Business Advisory firm initially established in 2005
- Located in the Milwaukee-suburb of Brookfield, WI
- Employee driven teams

## **Brass Tacks Origin is Symbolic Of What The Brass Tacks Group Does!**

### **Verb: to get down to brass tacks**

1. (idiomatic) Deal with the important details

### **Synonyms:**

- get down to the nitty-gritty
- get down to the nuts and bolts
- roll up one's sleeves

### **Definition:**

**get down to brass tacks** Get to the real issue; deal with the task at hand

### **Origin:**

Brass-headed tacks were used in upholstering chairs, especially at the foundations of the chairs, and in taking a chair apart to reupholster it from the bottom up, craftsmen might have said they were getting down to business, to the root of the matter, getting down to the brass tacks.

### **In other words, we help you get down to Brass Tacks!**

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## Careers:

- Finance/Controller Consultant: Open Position
- Operations Consultant: Open Position
- Systems Consultant: Database and Web Development

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