



**MANUFACTURING
EXECUTIVE INSTITUTE**

www.mfgexecutive.com

Training for Results

Talent + Content + Process

www.mfgexecutive.com

Revised: August 28, 2023

A Manufacturing Executive Institute (MEI) Business Development Presentation

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About the Manufacturing Executive Institute (MEI)

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The Manufacturing Executive Institute (MEI) is a training and publishing organization dedicated to bringing relevant knowledge to individuals who are interested in making dramatic performance improvements in their manufacturing and distribution companies.

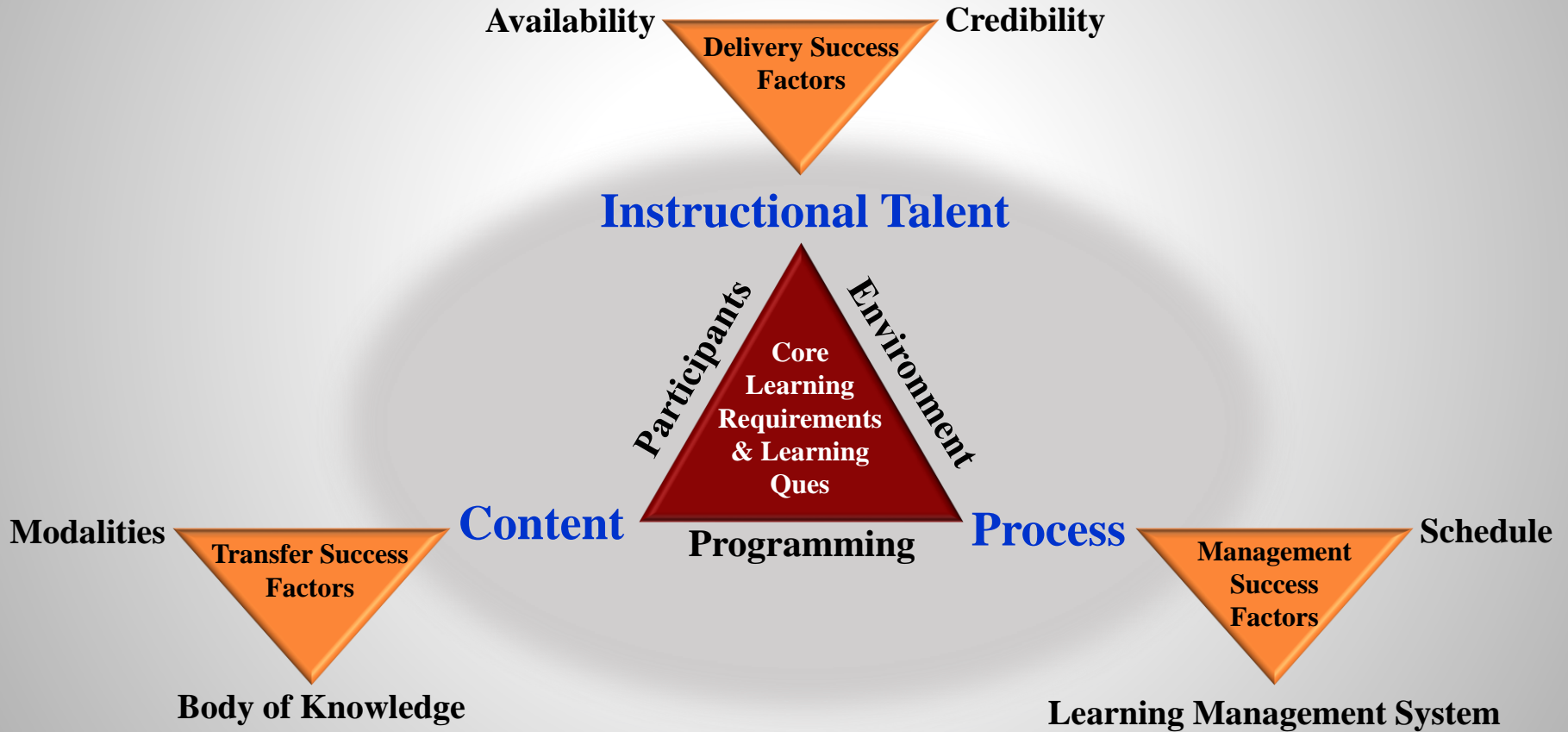
MEI delivers knowledge to these communities in **THREE** distinct ways:

- **Training Workshops...** includes venue-based workshops, e-learning programs and hybrid training programs. All can be modified to speak to specific environments, and scheduled to minimize impact on business operations.
- **Publications...** includes books, white-papers, archived e-learning programs & other information of interest to the manufacturing and distribution communities. Also includes access to the “*MEI Bookstore*” containing all of the most important manufacturing & distribution industry books for sale.
- **Manufacturing & Distribution Focused Research...** MEI conducts and supports ongoing research to extend the body-of-knowledge in various manufacturing and distribution disciplines. These research projects result in valuable reports and presentations that are routinely shared with these communities.

To learn more about the Manufacturing Executive Institute, it's mission and additional programs, call (951) 587-2003 or visit us on the web at www.mfgexecutive.com.



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Live Workshops

MEI regularly presents instructor-led workshops across the globe. These programs draw participants from manufacturing & distribution companies from all over the globe.

Recurring workshop series include:

- *“Practical Capital Series”* Workshops
- *“Supply / Demand Management School Series”* Workshops
- *“LEAN Tools Series”* Workshops
- *“Professional Governance Series”* Workshops
- *“Project & Change Management Series”* Workshops
- *“Special Series”* Workshops

Workshop fees include all instructional materials, snack, lunch and a *“Decompression Reception”* at the end of the day. During summer months, we serve our *“Manufacturing Tailgate Barbecue”* lunch. Group discounts are available for the second and all subsequent registrants for the same program and from the same company.

“Practical Capital Series” Workshops

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These programs are designed to provide **SPECIFIC** and **PRACTICAL** techniques that focus participants on the mastery of management and technical skills that will lead to improved working capital results. Participants learn relevant and immediately useful skills at a reasonable price without losing valuable time from work.

Cost-of-Goods-Sold reductions, operating expense reductions, inventory reductions, accounts receivables collection improvements and supplier payment improvements are a few topic areas in this training series.



These programs are designed to provide **SPECIFIC** and **PRACTICAL** techniques that focus on how to balance supply and demand through improved forms of master production scheduling, sales forecasting and supply/demand reconciliations.



Forecasters, Master Production Schedulers, Sales Managers, Marketing Managers and operations management professionals will find knowledge from this series helpful as they work to manage customer demands and factory supply.

These programs are designed to provide hands-on training in the application of LEAN manufacturing, distribution and infrastructure improvement tools.

KanBan techniques, Kaizen methods, Value Stream Mapping, 5S methods, policy deployment, aligned performance metrics, standardized work, Poka-Yoke methods, work simplification techniques, Six Sigma, *“Automation,”* SMED, Cost-of-Quality analysis, Taguchi methods and more are included in these programs. Participants learn relevant and immediately useful skills that can be applied to waste elimination, process improvement and cost reduction initiatives.





These programs are designed to provide ongoing governance related topics of interest to members of private company Boards of Directors, Owners, Senior Executives and professionals who serve Boards of Directors.

Topics explored include risk management, Director selection, Board organization issues, committee structures, governance principles, Board reporting requirements, interface with management, Director duty-of-care obligations, Management compensation structure and oversight, individual Director conduct, shareholder reporting, Director compensation, Board transparency and Board of Directors conduct and ethical considerations.

Participants learn relevant and immediately useful information from the instructors and have ample opportunity to interact with other participants.

“Project & Change Management Series” Workshops

MEI and our skilled alliance partners, provide a full compliment of project management training. This training is offered in several formats including fundamentals, role-playing and project simulation formats. Each single and multi-day workshop is specifically designed to provide participants with the *exact* knowledge needed to successfully initiate, plan, organize, control and complete projects. Professionals who have attended one or more of our suite of “*Project & Change Management Series*” Workshops have learned everything needed to successfully execute both simple and complex projects.

Technical, organizational and behavioral impediments to successful and rapid deployment of project and human change management techniques are addressed in each of our programs so that participants can implement what they learn. Come to these workshops ready to learn techniques you can apply on the job the following week.



MEI offers a number of special live programs that are repeated one or more times each year. These programs are regularly updated and new programs are periodically added. Current programs include:

- **Implementing Activity Based Cost Accounting (ABCA) & Leadership...** a complete implementation-focused 2-day program, complete with all tools, techniques, plans and templates necessary to implement and effectively use ABCA.
- **Supplier Process Engineering Fundamentals...** a comprehensive 2-day program that describes, in detail, how the new Supplier Process Engineer performs his/her duties in a global supply chain world. This program is also offered in a “*Virtual Classroom*” format.
- **Building a Winning Global Sourcing Strategy...** a thorough 2-day training program that teaches procurement professionals how to build processes for sourcing the right quality supply at the lowest total cost from anywhere in the world.
- **Designing & Implementing Global Business Strategies...** a comprehensive 2-day overview course that teaches new global managers how to globally design product, manufacture product, source components and service customers in the global business world. This program is also offered in a “*Virtual Classroom*” format.
- **Implementing Business Process Innovations...** a 2-day, exercise and case-study driven training program that challenges conventional thinking in all functions within a manufacturing company.
- **Implementing 5S In Your Factory...** a 1.5 day program that presents tools, techniques and examples for the manager who plans to implement 5S techniques in a factory environment.
- **Implementing Operator-Driven Statistical Process Control (SPC)...** a complete 2-day workshop that teaches operators and managers how to implement and use SPC to dramatically improve manufacturing quality with little additional assistance from the QA organization.
- **Symphonic Manufacturing™ – A Manufacturing Enterprise “Boot Camp”...** a course like no other course you have ever attended. Participants produce actual products and redesign a physical factory over a 5 intense day period. Each day simulates a fiscal quarter and all improvements from day-to-day are valued. At the conclusion of each day, participants are informed of the change in shareholder value that resulted from the changes they implemented in their factory.

MEI can deliver any of these workshops on-site and in e-learning formats, saving your company substantial participant travel expenses when groups of employees require similar training. For more information about how you can engage MEI to conduct any course in these series on-site, and exclusively for your employees, please contact us at:

(951) 736-1281

agdunn@mfgexecutive.com

For more information on MEI's instructor-led workshops, see our website at **www.mfgexecutive.com**.



E-Learning Programs

- 1. FREE Live E-Learning Training Programs**
- 2. Fee-Based E-Learning Programs**



Overview of FREE Live E-Learning Programs

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MEI presents numerous LIVE, instructor-led 1-hour e-learning programs each month. Some of these programs are structured in an ongoing series format with similar topics presented each month. Others are periodically scheduled and address important topics requested by executives from manufacturing and distribution companies. All e-learning programs are produced and broadcast from our state-of-the-art webcast studio, “Radio MEI,” in Temecula, California.

Participants in MEI’s e-learning programs learn how to solve difficult manufacturing and distribution industry problems and learn how to implement solutions to perplexing issues... all from the comfort of their office or home computer! Currently, MEI presents FOUR series of FREE e-learning programs:

- 1. Regularly Scheduled FREE “Global Supply Chain Improvement s Series” E-Learning Programs...** each month, usually on the 3rd Thursday, this series addresses one or more SPECIFIC issues facing SUPPLY CHAIN professionals in the manufacturing and distribution industries.
- 2. Periodically Scheduled FREE “Global Manufacturing Enterprise Series” E-Learning Programs...** each e-learning program in this series address one or more SPECIFIC issues facing global manufacturing companies; including topics in global production, global supply chain, global product development, global customer service, global logistics and global enterprise management.
- 3. Periodically Scheduled FREE “BIG-Issues Series” E-Learning Programs...** MEI periodically presents e-learning programs on big issues of the day, such as Cap & Trade issues, manufacturing industry regulation updates , etc.
- 4. Periodically Scheduled FREE “Special Series” E-Learning Programs...** each month, MEI conducts at least one “special” 60-minute live e-learning program on a topic that is suggested by past e-learning program participants.

For more information on MEI’s FREE e-learning programs, see our website at www.mfgexecutive.com.

“Global Supply Chain Improvements Series”

Monthly FREE Live E-Learning Programs

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Each monthly *“Global Supply Chain Improvement Series”* e-learning program address one or more SPECIFIC issues facing global SUPPLY CHAIN professionals in the manufacturing and distribution industries. Participants learn how to solve difficult operations issues and learn how to implement solutions to perplexing problems... all from the comfort of their office or home computer!

To provide a range of topics that are useful to all professionals working in the various disciplines of supply chain management, these monthly e-learning programs are divided into FOUR *“themed”* categories:

- 1. Planning Systems & Processes topics are presented THREE times each year.** Topic areas we explore include presentations on sales & operations planning, master planning, materials planning, materials & factory scheduling, procurement processes and management, warehouse management, inventory management & control, logistics planning & execution, and distribution management.
- 2. Conversion Management topics are presented THREE times per year.** Topic areas include production methods, production execution, manufacturing technologies, in-process quality management, queue control, advanced manufacturing techniques, factory design and production scale-up methods.
- 3. Management Economics topics are also presented THREE times each year.** Topic areas include basic cost accounting elements, Activity Based Cost Accounting, Process Cost Accounting, cost control, cost reduction, predictive cost modeling, absorption issues; efficiency, utilization, yield & productivity measures; progressive variance analysis, target costing and low cost leadership issues.
- 4. Operations Improvement topics are also presented THREE times per year.** Topics include LEAN manufacturing, advanced manufacturing and larger supply chain related topics.

Participants can submit questions during these live e-learning programs. The instructor will allow approximately 5 to 10 minutes at the conclusion of each program to answer these questions.

All programs in this series are produced and broadcast LIVE from MEI's webcast studio (*“Radio MEI”*) located in Temecula, California.

These e-learning programs are an ongoing series of instructor-led LIVE 60-minute webcast programs. These programs are produced and broadcast from MEI's e-learning studio ("*Radio MEI*") located in Temecula, California.

Each e-learning program in this series addresses one or more SPECIFIC issues facing global manufacturing companies. Participants learn how to solve difficult global business management problems and learn how to implement solutions... all from the comfort of their office or home computer! Participants can submit questions during these live e-learning sessions. The instructors will allow approximately 10 minutes at the conclusion of each program to answer these questions.

To provide a range of topics that are useful to all professionals working in different types of global manufacturing companies, these e-learning programs address specific topics in:

- Global R&D and Engineering
- Global Sourcing
- Global Manufacturing
- Global Selling & Distributing
- Global Serving & Servicing
- Global Risk Management



"BIG-Issues Series" FREE Live E-Learning Programs

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These LIVE e-learning programs address the BIG manufacturing and distribution industry issues of the day. Past programs have included:

- How Cap & Trade Will Impact Manufacturing Companies
- How the Manufacturing Industry Can Save the North American Economy
- Petroleum's Impact on Global Logistics Costs
- How Manufacturing Creates So Many Secondary Jobs
- Innovations in Global Supply Chain Management

These FREE e-learning programs often include guest presenters who are recognized industry leaders. All programs in this series are produced and broadcast LIVE from MEI's webcast studio (*"Radio MEI"*) located in Temecula, California.



"Special Series" FREE Live E-Learning Programs

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Each FREE e-learning program in MEI's *"Special Series"* addresses one or more SPECIFIC issues facing professionals in the manufacturing and distribution industries. Participants learn how to solve difficult issues across a broad range of topics, and learn how to implement solutions to perplexing problems... all from the comfort of their office and home computers!

These special FREE 60-minute LIVE e-learning programs often include guest presenters who are recognized industry leaders. Participants can submit questions during these LIVE programs. The presenters will allow approximately 5 - 10 minutes at the conclusion of each program to answer questions.

All programs in this series are produced and broadcast LIVE from MEI's webcast studio (*"Radio MEI"*) located in Temecula, California.



About GDI Talent Acquisition Practice's *"Speed-E-Lesson Series"* On-Demand E-Learning Programs

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These e-learning programs are LIVE, instructor-led learning experiences. Each session is designed as an element in a continuing series that together, describe GDI's Talent Acquisition Practice methodology in a way that will cause anyone interested in recruiting to rethink everything they have previously learned about this subject.

Beginning with an explanation of GDI's talent acquisition framework, these programs provide all the information necessary to begin reshaping your company's recruiting and talent acquisitions processes. Each session addresses one or more elements in the talent acquisition process... from competency model development, through various forms of progressive interviewing techniques, and ending in methods for factually evaluating and comparing candidates.



GDI Talent Acquisition
Practice

Specify | Source | Evaluate | Profile | Engage | Onboard

MEI develops and presents a number of fee-based, e-learning programs, These run the spectrum of short LIVE web-enabled sessions that that are limited to 25 interactive participants, to longer, multi-session programs that blend live and prerecorded sessions that simulate a “*semester-like*” learning environment. MEI also offers a web-enabled series of prerecorded sessions that focus on advanced and occasionally provocative subjects. All fee-based e-learning programs are produced in our state-of-the-art webcast studio, “*Radio MEI,*” located in Corona, California.

Currently, MEI produces and distributes FOUR different types of fee-based e-learning programs:

1. **Periodically Scheduled Interactive “*Modem Chat Series*” Workshops...** these are LIVE and FULLY INTERACTIVE e-learning programs that allow instructors and participants to communicate in a virtual learning environment for up to 90 minutes.
2. **Periodically Scheduled Interactive “*Virtual Classroom Series*” Multi-Session Web-Enabled Workshops...** MEI delivers multi-session training that addresses a substantial body of knowledge... all in an interactive web-enabled environment. These are truly “*virtual classrooms*” that can include up to 19 live AND prerecorded e-learning sessions per course offering.
3. **On-Demand “*Beyond the Basics Series*” of Web-Enabled Training Programs...** these 30 to 45 minute “*high production value*” programs are prerecorded and available for viewing on and inexpensive subscription basis. Each contains advanced learning and in most programs, innovative and provocative ideas.
4. **On-Demand “*Navigating the Global Supply Chain Series* of Web-Enabled Training Programs...** of These programs provide a serious AND humorous adjunct learning experience to the APICS certification body-of-knowledge. 10 to 20 minutes in length, these programs bring to the learning process some wisdom from long-serving industry, consulting and education professionals.

For more information on MEI’s fee-based, e-learning training programs, see our website at www.mfgexecutive.com.

***“Modem Chat Series”* Fee-Based Interactive E-Learning Programs**



These LIVE e-learning programs are fully INTERACTIVE, allowing instructor AND participants to talk and be heard by all participants. Instructors and participants have full visual access to teaching materials as well as interactive audio among themselves. Participation is limited to 25 individuals.

All MEI *“Modem Chat Series”* interactive e-learning programs are coordinated live from MEI's webcasting studio, *“Radio MEI.”* These *“virtual”* training programs are designed to address difficult to solve problems that manufacturing and distribution professionals face daily. Topics are periodically chosen that lend themselves to a group training model that relies as much on the participants as the lead instructors.

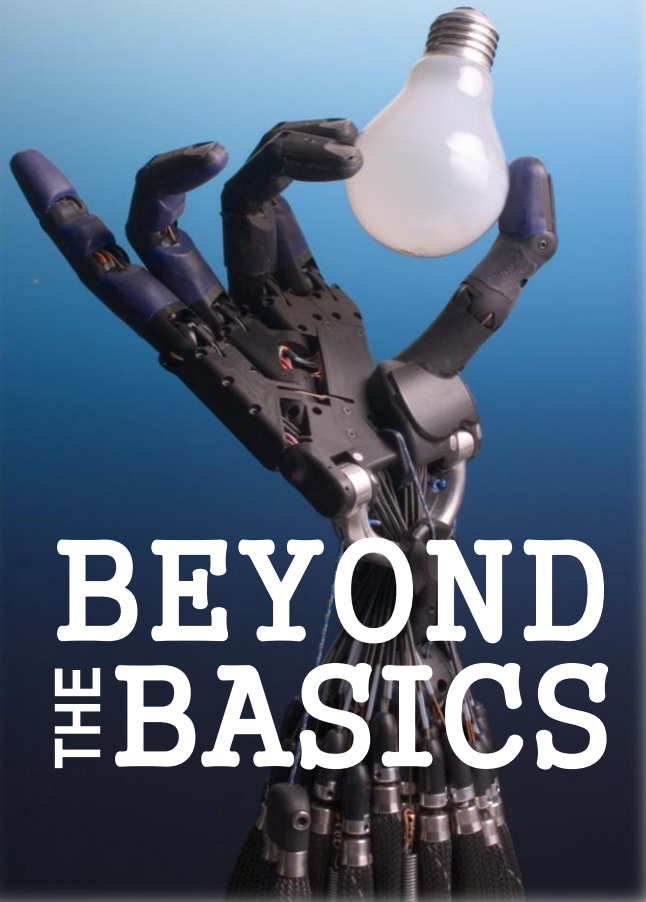
“Virtual Classroom Series” Interactive Multi-Session Fee-Based Web-Enabled Workshops

MEI *“Virtual Classroom Series”* e-learning workshops are periodically scheduled web-enabled programs that cover a substantial amount of information within the target body of knowledge. Each *“Virtual Classroom”* workshop provides instruction over multiple sessions, mixing and blending training modalities. A typical *“Virtual Classroom”* training program might consist of:

- Multiple e-learning sessions scheduled over a 1 to 3 month period. Each training program can be between 11 and 19 sessions (of varying lengths) in duration.
- Advanced self-directed reading materials provided to participants through MEI's unique web-training portal.
- One or more LIVE e-learning programs, conducted at a predefined time. These LIVE e-learning sessions are fully INTERACTIVE, allowing instructor AND participants to talk and be heard by all participants. Instructors and participants have full visual access to teaching materials as well as interactive audio among themselves.
- Several on-demand e-learning videos to be viewed over the internet.
- Instructor *“Virtual Office Hours”* where participants can interact with the instructor in a virtual, web-based environment.
- *“Virtual Break-Out Sessions”* where participants can meet electronically in private working groups to solve a particular assignment or problem.
- *“Virtual Case-Studies”* that bring home real-life examples.
- Participant polls, quizzes, exercises, homework and session evaluations.

These *“Virtual Classroom”* e-learning programs are designed to address large bodies of knowledge that would often be presented in multi-day workshops... but from the comfort of your home or office. All programs in this series are fee-based with group discounts available. Advance registration is required.

“Beyond the Basics Series” On-Demand Fee-Based E-Learning Programs



These fee-based and on-demand, e-learning programs present manufacturing industry topics that are more advanced, and in some respects, even provocative. Topics presented in this series are chosen with an expectation that the learner will share the training information with others, to drive implementation of innovation and best-practices. Simply stated, presentations in the *“Beyond the Basics Series”* are designed to initiate change.

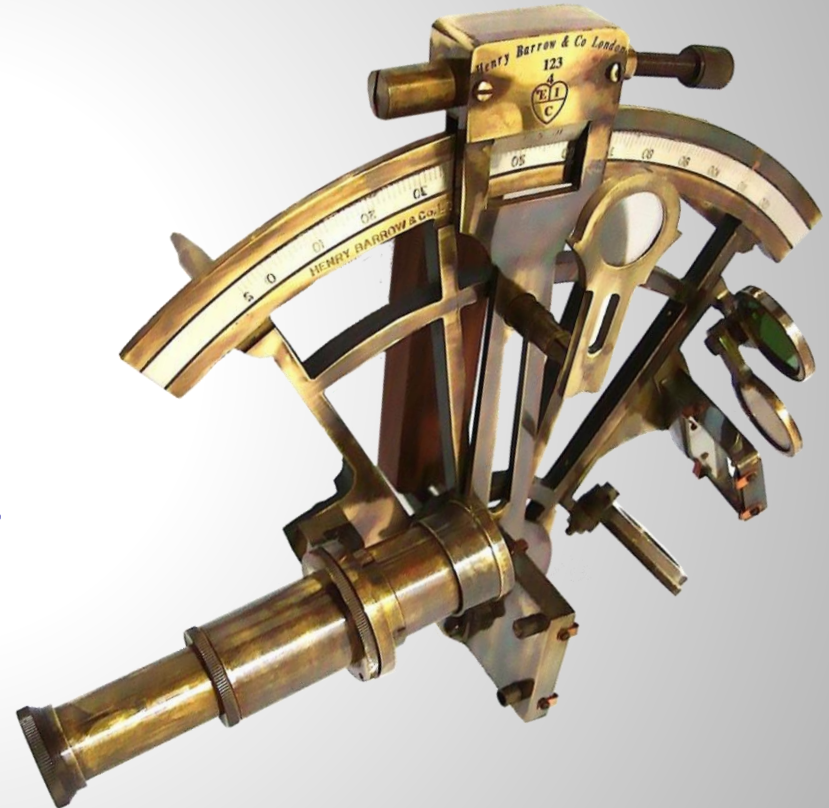
Using advanced production and communications techniques, these e-learning sessions are designed like no other training instruments available today. More like a *“movie with a purpose”* than a typical web-training session; cutting-edge content and passionate presenters are carefully chosen, scripted and produced to facilitate maximum learning in a minimal amount of time. All programs are pre-recorded and are available to subscribers 24 hours a day.

“Navigating the Global Supply Chain Series” On-Demand **Fee-Based E-Learning Programs**

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MEI’s ***“Navigating the Global Supply Chain Series”*** of fee-based and on-demand e-learning programs provide a serious AND humorous adjunct learning experience to the APICS certification body-of-knowledge. 10 to 20 minutes in length, these programs bring to the learning process some wisdom from long-serving industry, consulting and education professionals. You will learn while at the same time being engaged in a semi-humorous approach to each subject.

Each short video session builds on the previous session, yet each provide distinctive knowledge and *wisdom* on its own. If you want more wisdom on top of your APICS certifications, you would be *wise* to purchase, download and view these short lessons.



MEI can also deliver any of the e-learning programs direct to your company. For more information about how you can engage MEI to conduct any program in these series exclusively for your employees, please contact us at:

(951) 587-2003

agdunn@mfgexecutive.com

For more information on MEI's e-learning programs, see our website at www.mfgexecutive.com.



MEI Resources

MEI provides many resources for manufacturing and distribution professionals. To take advantage of these downloads, you must first register with MEI. After registering, you can view and/or download any item in the following categories:

- **White Papers, Articles & Briefings**
- **Archived E-Learning Programs**
- **Templates, Tools & Instruments**
- ***“Kick-Start”* Presentations**




MEI is always searching for articles, whitepapers, research information and briefing to publish. If you have information that you would like to share with others, please send us a copy and we will review it. Current whitepapers include topics in the following categories:

- Product Development
- Production Design
- Production Management
- Inventory Management
- Supply Chain Management
- Distribution Management
- Human Resource Management
- Cost Management
- Information Systems
- Reengineering
- Entrepreneurship
- Leadership & Management

MEI presents numerous web-enabled training programs in its various e-learning programs and *“Virtual”* training series. In addition to these programs (produced and distributed by *“Radio MEI”*), MEI also presents numerous e-learning programs that are sponsored by other organizations, including private companies, government agencies and universities.

All web-enabled training programs are both visually and audibly recorded when originally presented. Each MEI archived program is available for FREE archival viewing within 30 days after the live delivery.





MEI provides a number of easy to use templates, tools and instruments for assisting manufacturing and distribution professionals to execute critical analyses and diagnostic processes. It is MEI's hope that by providing a clearing house of tools, manufacturers and distributors can more readily diagnose their problems and start on the road to improvement.

Go to www.mfgexecutive.com to view the latest templates, tools and instruments.

MEI, through its alliance partnerships, makes available certain presentation materials for you to use in your company. By making these presentation materials available, you can more easily present new ideas to others in your company. It is MEI’s hope that these materials will help to *“kick-start”* your company’s improvement efforts.

Go to www.mfgexecutive.com to view the latest available *“Kick-Start”* presentations.



If you have your own briefings or presentations that you would like to add to the MEI *“Kick-Start”* Presentations webpage, please send them to registration@mfgexecutive.com. We will review them and add them to the site.



MEI Research

MEI performs and participates in certain research projects that enhance and advance the manufacturing and distribution body-of-knowledge. If your organization is interested in participating in a research project or needs assistance on an existing research project, please contact us.

Past Research Projects

- Make-to-Stock vs. Make-to-Order Safety Stock Simulation: What Variables Most Impact Safety Stock Levels? *(Sponsored by GDI Consulting & Training Company)*
- The Impact of Industrial Robotics on Productivity in the Next Three Decades *(Sponsored by ADI)*
- Best Practices for Aligned Performance Measurements for a manufacturing Enterprise. *(Jointly sponsored by GDI Consulting & Training Company & Idaho Asphalt Supply Company)*
- Techniques to Reduce Master File Data Input Errors in an ERP Environment *(Co-sponsored by Ellison Prevention Mechanicals & ASK Software)*

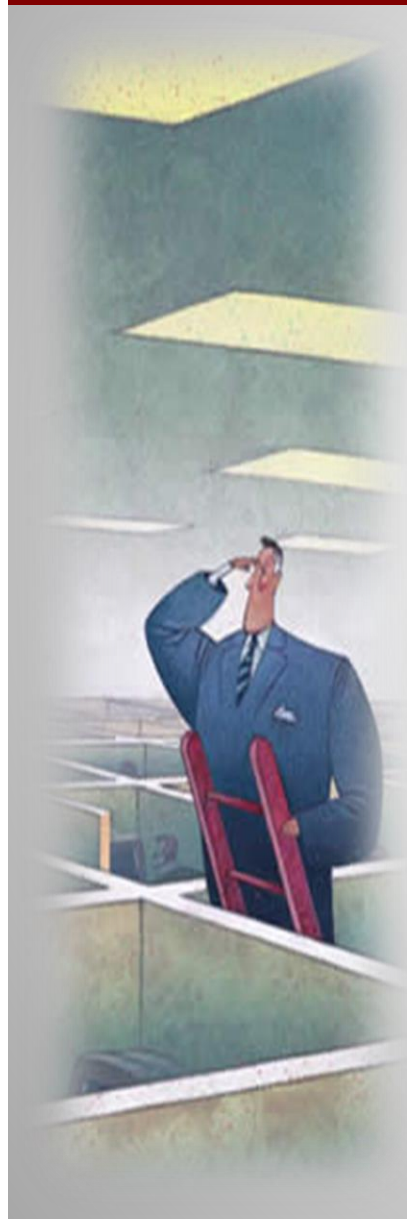
Current Research Projects

- Best Techniques for Set-Up Reductions in Large Batch Discrete Chemical Processing *(Jointly sponsored by the Manufacturing Executive Institute & Perigonne Chemicals, Ltd.)*
- Constraints on Work Center Capacities in Process-Flow Manufacturing Environments. *(Sponsored by GDI Consulting & Training Company)*
- Best Practices for Calculating & Extending Cost of Quality Formulas Beyond the Manufacturing Floor *(Co-sponsored by GDI Consulting & Training Company & Jerico Controls)*

Future Research Projects (Not Yet Prioritized or Funded)

- How To Build a “Management Simulator” that Rapidly Trains Teams of Executives to Successfully Operate a Manufacturing Company.
- Best Practices for Education Technical Professional In “Corporate Economics”

Contact the Manufacturing Executive Institute at (951) 587-2003 if you are interested in any of these projects or have some additional ideas for future research.



GDI Consulting & Training
Making Breakthrough Changes at Breakneck Speed!



We can bring numerous professional services to our manufacturing & distribution clients... all focused on making people more successful.



GDI Consulting & Training (GDI) provides practical solutions to complex business and managerial problems in manufacturing and related industries. Our firm has successfully assisted clients around the world for more than 35 years, having performed more than 188 projects in over 118 companies in 24 countries. GDI applies specialized and common-sense solutions... *not overly-intellectualized approaches...* to numerous types of challenging client problems in manufacturing and distribution industries, including:

- **Factory & distribution center layout & design**
- **Factory & distribution information systems implementation**
- **Cost management systems**
- **Quality management systems design & implementations**
- **Core business process re-engineering**
- **Information systems data integrity & reliability improvements**
- **Enterprise performance metrics & compensation systems**
- **Organization design & improvement**
- **Business strategy formulation**
- **Complex problem solving**

GDI Supplier Assessment Practice



GDI's Comprehensive Supplier Assessment Practice utilizes a structured fact-based methodology that clinically assesses the performance of your company's significant materials Suppliers by quantifying up to 19 categories of risks that may directly impact your company's performance.

- Fact-Based, Proven & Tested Methodology
- Execute in 3 Weeks With Up To 3 Trained Assessors
- Execute Any Where In the World
- Quantifies 19 Specific Areas of Risk
- Results in Terms & Condition Mandates
- Provides an Improvement Path For the Supplier
- Modeled After Operational Due-Diligence From the M&A World



Leadership, management and technical staff requirements continually evolve, but the need for high-performing talent remains constant. Recruiting top-talent into any manufacturing or distribution company requires a rigorous methodology. It begins with a thorough understanding of the position and continues through a detailed vetting and structured evaluation process that determines each Candidate's *real* abilities and *real* potential to succeed.

Using proven assessment and evaluation processes, GDI's Talent Acquisition Practice specializes in matching the best Candidates with each position we are engaged to fill. We have 35 years of relationships with high-performing manufacturing and distribution industry talent, giving us unparalleled capabilities to fill almost any management and technical position within these industries. Our clients value our deep industry expertise, valuable insights, rigorous Candidate evaluation methodologies and commitment to the success of both clients and Candidates.

GDI Talent Acquisition Practice

Specify | Source | Evaluate | Profile | Engage | Onboard



www.gditalent.com



www.gdiinvest.com

Working in concert with other GDI practices, GDI's Owner & Investor Services Practice focuses on THREE specific disciplines:

Governance	Assisting public and private manufacturing and distribution companies to establish, strengthen and reconfigure Boards of Directors and various Board committees. We also sit on Boards of Directors, always bringing strong operational and economic perspectives to the governance process.
Operational Due-Diligence	Normally working for an acquirer, we often execute comprehensive operational analyses prior and post acquisition. Many of our operational due-diligence assignments have resulted in significant changes in the acquisition scope, price and terms.
Valuation Enhancement	Helping clients to understand <u>precisely</u> how to increase enterprise valuation by defining specific ways to generate more cash from a company's suite of gross assets is what we do best.

We have completed numerous projects for private equity investors, individual investors, business owners, corporations and activist shareholders.

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- **Manufacturing & Distribution Focused Research...** MEI conducts and supports ongoing research to extend the body-of-knowledge in various manufacturing and distribution disciplines. These research projects result in valuable reports and presentations that are routinely shared with these communities.

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