

Manufacturing and Distribution Strategy and Design Services

ACHIEVE BOTTOM-LINE RESULTS AND CREATE A CULTURE OF CONTINUOUS IMPROVEMENT

What's keeping your manufacturing business from breaking through to the next level? Are you transitioning from a home-grown family model to more scalable and sophisticated systems? Or are you struggling with workforce challenges and capacity issues that are hindering your pace of growth? Challenges aside, it's clear your business needs to achieve that next level, but the path to getting there may not be as defined.

Aprio's Manufacturing and Distribution Strategy and Design Services group empowers manufacturing business leaders to achieve measurable bottom-line results and lasting cultural change. We partner with manufacturing and distribution leaders to enhance internal capabilities for all levels of leadership and develop robust processes to deliver and sustain improved standards of performance. We assess all aspects of your business with a holistic approach that creates synergy from the back office to the production floor.



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Custom strategies deliver breakthrough results

Your business is unique - it has its own unique strengths and weaknesses. After an initial deep dive into your operation, we provide you with a custom roadmap tailored to your identified goals, given the current state of the business. Depending on your needs, we tailor a custom strategy designed to deliver breakthrough results in areas like cost, lead time, inventory, on-time delivery, productivity and quality. This is achieved with enhanced leadership capability and a structured change process.



Achieving organizational effectiveness

To ensure that clients can realize tangible benefits and sustain improvements over time, we center our efforts around technical and behavioral capability transfer. Our structured framework delivers:

- Leadership Development and Coaching** - We develop your leadership skills from a baseline. We use MBTI, 360-Assessments and other psychometric tools and skills assessments to determine preferences and performance gaps at the individual and team level. Considering other factors impacting your operations, we provide insights on market trends, technology and the competitive landscape to pick the right strategies for what's next.
- Change Management** - Through structured change management models that include organizational attributes and readiness, we incorporate your inputs into deployment plans for projects and programs within your organization. All change initiatives are meticulously managed and monitored visually. By using a structured change management model, we prioritize and help you prepare, manage and reinforce any changes in your organization for sustained performance.
- Lean Six Sigma** - Using lean principles and applying key six sigma methodology as needed, we customize problem solving with a focus on hard metrics to improve safety, quality, people engagement and delivery, while reducing cost. We focus on building the capability of your internal workforce through the hands-on application of lean and six sigma concepts and tools, so lean thinking and continuous improvement embed in the culture of your organization.

Learn from industry leaders

Effective leadership skills are best learned from seasoned leaders. Our team members are all senior industry leaders with deep manufacturing experience - so we know what's at stake. We roll up our sleeves and embed ourselves in your business to apply hands-on individual coaching and guidance across every aspect of your organization.

PEOPLE	SAFETY	QUALITY	DELIVERY	COST
Change Readiness & Risk Assessments	Lean and Six Sigma Operational Excellence Consulting			
Change Management Consulting	OSHA Recordable Improvement	Defect Reduction	Lead Time Reduction	R&D Tax Credit Utilization
Instructional Design & Training Delivery	SUSAs Program Implementation	Scrap Reduction	On Time In Full (OTIF) Delivery	Labor Cost Improvement
Skills Matrix, Gap Analysis & Training Compliance	Safety Mindset Coaching	Vendor Management	Cycle Time Reduction	Material Cost Improvement
Employee Engagement, Awards & Recognition		Asset and Equipment Validation	Increased Productivity	Sales Revenue Improvement
Performance Management Coaching & Feedback		Compliance Improvements	Increased Throughput	Gross Margin Improvement
MBTI Type Indicator, 360-Assessments & other Psychometric Leadership Tools		Customer Service & Satisfaction Rating Improvement	Sales, Inventory & Operations Planning Consulting	Capital Projects Optimization
Leadership Development: Workshops and Coaching		Right First Time Mindset Coaching	Supply Chain Planning & Strategic Sourcing Consulting	
International Coach Federation (ICF), e-Coaching & Onsite				
LEADERSHIP DEVELOPMENT AND COACHING				
CHANGE MANAGEMENT				
LEAN SIX SIGMA				

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About Aprio

Since 1952, clients throughout the U.S. and across more than 40 countries have trusted Aprio for guidance on how to achieve what's next. As a premier, CPA-led professional services firm, Aprio delivers advisory, assurance, tax and private client services to build value, drive growth, manage risk and protect wealth. With proven expertise and genuine care, Aprio serves individuals and businesses, from promising startups to market leaders alike.

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