



# Enterprise Performance Improvement



## Why EPI?

Organizational performance improvement initiatives in most companies are done piecemeal in silos. At its best, these initiatives lead to improvements in certain areas, but generally fall well short of total enterprise potential. Enterprise Performance Improvement (EPI) challenges the status quo to achieve breakthrough performance across the enterprise. ILS made this possible by partnering with world class organizations in different areas of EPI expertise, recognizing that any one service provider cannot excel in all areas of an enterprise. Our team has developed a process that delivers an integrated solution for total Enterprise Performance Improvement.

## What is EPI?

EPI is about enhancing value of the enterprise. Value is defined as worth/cost. Value is enhanced by reducing cost in the areas of labor, safety, energy, direct and indirect material, warranty, capital and general operating expenses. Value is also enhanced by increasing worth via hiring, retaining and developing people, enhancing management systems, developing better products, reducing time to market, improving quality and creating a unified, customer-focused organizational culture, all of which results in increasing brand value. The EPI process actively engages clients to create and sustain a competitive advantage by enhancing value of the products and services of their enterprise.



Supply Chain and Assembled Solutions Partner



Human Capital Management Partner



Energy Solutions Partner

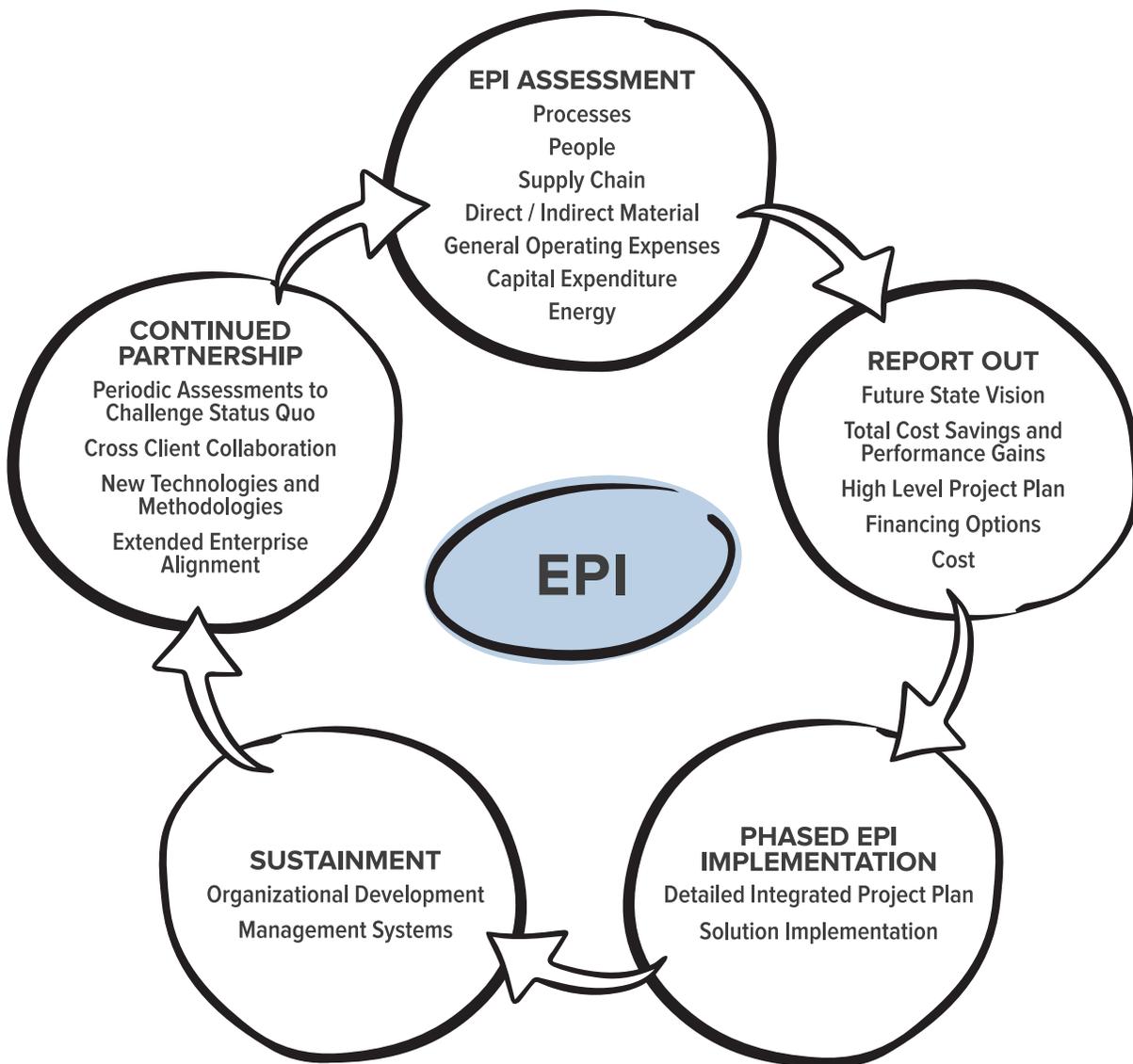


EPI Systems Integrator and Operational Strategy Partner

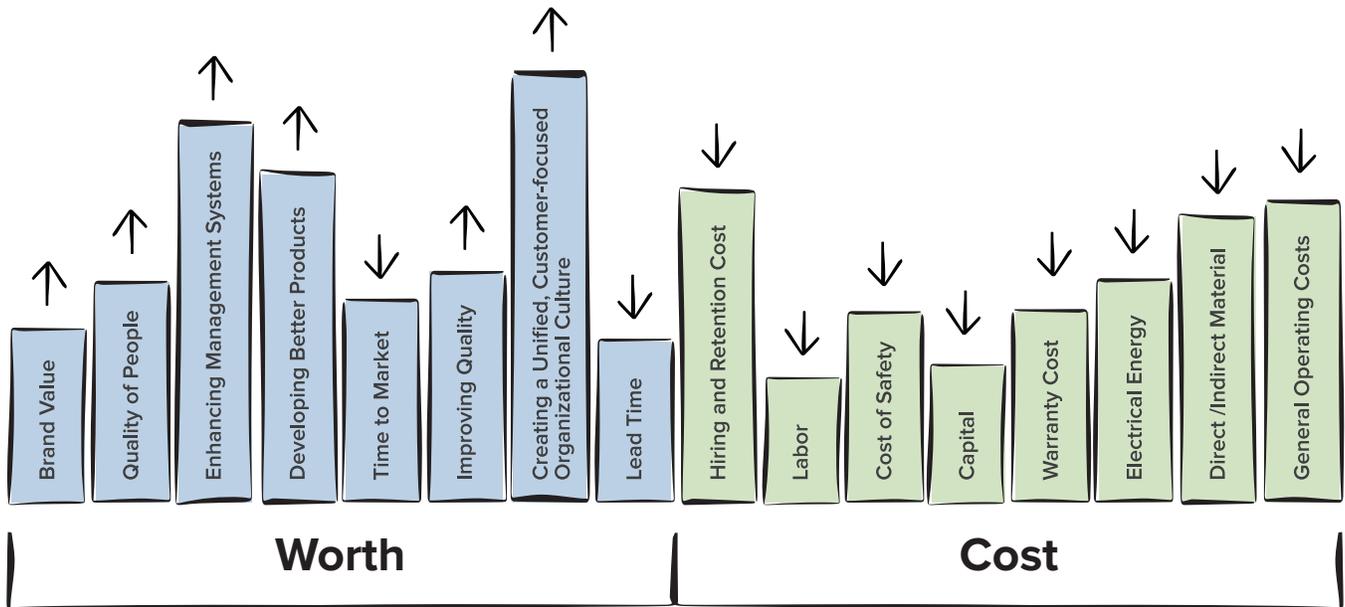
## How do we deliver EPI?

As the systems integrator and operational strategy partner on our team, ILS works with industry leaders in bringing a unified solution to our clients. ILS has partnered with market leaders in **Supply Chain, Human Capital Management, Energy, Information Technology** and **General Operating Expense Reduction**, and developed a systematic and integrated approach to deliver EPI.

During the EPI assessment, ILS develops a vision of customer's future processes that eliminate waste and deliver maximum value. ILS works closely with EPI partners to develop cohesive solutions that offer best fit and performance.

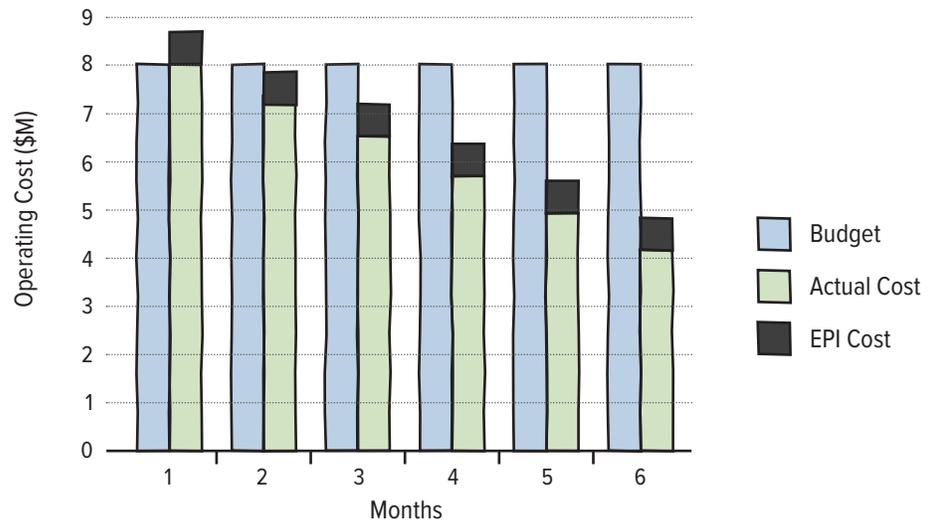


## Value = Worth/Cost



EPI implementation is phased to enable the generated savings pay for the cost of implementation thus eliminating any need for additional budgeting.

### BUDGET-NEUTRAL APPROACH



## Examples of ROI (Return on Investment)

Case	Company Type	One Time Transformation Cost	Annualized Cost Savings Achieved	ROI (x)
1	Aluminum Die Casting	\$241,815	\$2,620,000	10.8
2	Aluminum Die Casting	\$485,267	\$8,000,000	16.5
3	Bakery	\$148,277	\$200,000	1.3
4	Distribution Center	\$271,969	\$1,200,000	4.4
5	Electronics/Plastics	\$327,995	\$1,423,557	4.3
6	Aluminum Die Casting	\$121,598	\$1,598,000	13.1
7	Foundry	\$145,711	\$2,589,000	17.8
8	Distribution Center	\$53,000	\$1,000,000	18.9
9	Glass Manufacturing	\$386,453	\$4,000,000	10.4
10	Wood Products	\$400,000	\$18,000,000	45

## Our Customers



## Testimonials

“The greatest accomplishment is the cultural change our people have experienced. We have established strong teamwork, broad participation in improving operations and problem-solving and better communication. For many employees, the improvement philosophy has even carried beyond the workplace. This type of transformation could never have been achieved without the lean educational program championed by ILS.”

**Brad Denning – CEO**  
Skier's Choice, Inc, Maryville, TN

“We never could have made the transformation to Lean without ILS. They guided us through the whole transformation process. We worked closely with Parthi (Damodaraswamy, ILS director of operations). In fact, Parthi's leadership was so critical to our success that we even named him an honorary Director of Lean Transformation at Columbia Forest Products.”

**Bill Duarte – Director Columbia Way**  
Columbia Forest Products