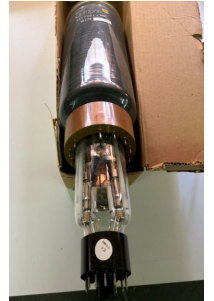


## ***Tactical Financial Approaches & Operational Efficiencies Delivered to Leading Global MRO***

Interim CEO Business Advisors (INTERIM) completes Transformation Project at a Global MRO Group that repairs and exchanges Aerospace systems and components as well as part distribution to several industries such as Oil & Gas and Power. The Group has several unique Businesses which are FAA, CAA and EASA approved specializing in the repair and overhaul of avionics, instrumentation, and accessories.

### **Summary: 9-Months focused on Financial & Operation Transformations;**

- Executed extensive cost reduction programs prior and during COVID reducing payroll & expenses by over 40% while securing positive Cash Flow and Maintaining Positive EBITDA for all Businesses except one. Secured Top-line Growth pre-COVID. Divested non-performing Business.
- Established operational initiatives eliminating all key customer overdues.
- Created operational management system, (planning, scheduling, shop floor metrics & overdue WIP) institutionalizing key performance metrics and accountability eliminating all key customer overdues.
- Scaled – people, product, processes and facilities.



### **ABOUT INTERIM**

Established in 2005, INTERIM has assembled a roster of seasoned executives and professionals from many industries to contribute their expertise to “Transform” and “Optimize” core business processes to tune-up well performing or under-performing companies for Privately and Publicly Owned Companies, Private Equity and Investment Banking Firms.

To meet challenging business goals and objectives, the INTERIM Team establishes financial, operational, strategic, and tactical “Road Maps,” to achieve sustainable results in the shortest period leading to progressive profitable growth.



### **INTERIM Delivered:**

- Annualized cost cutting savings (direct/indirect; expenses; budget) **over \$5MM** pre and post COVID.
  - Developed daily - product input vs. manpower requirements -eliminating excessive payroll and expense costs during COVID while maintaining Profitability.
  - Elimination of using Bank funds to cover Working Capital
- Established Organizational structure with clearly defined roles and accountabilities.
- Created robust planning and scheduling tools reducing **WIP overdue by 25%, OT by 95%, Quote time by 50%, Final Insp by 60%, more.**
- Instituted analysis tools for customer bids reflecting accurate margins.
- Successfully renegotiations contracts for low margin products.
- Elimination of key overdue customer programs to **0 (ZERO) with 100% On Time Deliveries.**
- Late turn-time penalty programs – **eliminated 100% penalty payments.**
- Successful Sale of non-performing Business Unit.
- Extensive Engineering Product Capabilities.

## ***Our Area of Expertise***

Production Planning & Scheduling - Purchasing & Procurement - Supply Management - Engineering Expertise - Maintenance & TPM - Finance performance Indicators - Safety System Implementation - Quality System Effectiveness - Aftermarket - Program Management - Due Diligence

**Providing Expertise to Transform & Optimize for  
Accelerated & Sustained Growth**