



The Fennimore Group is a distinctive, Chicago-based business firm providing change management leadership within Supply Chain Operations including: Process & Systems Management, Manufacturing, Retail, Distribution, Business Plan Implementation, Contracted Subject Matter Specialists, and Business Process Re-engineering. The Firm's executives are all exceptional, well respected leaders. Each brings to an assignment 25+ years of cross-functional end-to-end experience within manufacturing, purchasing, planning, finance, retail, Customs compliance, global material flow, and a unique hands-on approach. Fennimore was founded in 2001 by John Coates, CEO, combining over 30 years of senior level leadership in global supply chain operations. He was a Senior Practice Leader with a big four consulting firm in their Global Supply Chain Practice with an emphasis on manufacturing, distribution and global network optimization, and has held senior posts with several global 3PL organizations.

Q: Who are we?

A: Fennimore is an exclusive firm that is contracted directly by businesses working with owners within manufacturing, distribution, automotive, medical, retail and consumer product areas– to help turn around underperforming businesses and implement positive change. The seasoned business depth and experience of our team, coupled with our unique tools, methods and approach, permits rapid definition of issues, challenges, and urgency to improve. By articulating this vision into realistic and measurable framework, we work alongside front line workers through senior boardroom executives in delivering the right results with the right measures and right milestones. Our philosophy is: You require exceptional value in identifying and executing in an operating environment where value is added to each step in the process, or the task is eliminated. We focus on driving out waste, inefficiency, and all inhibitors to flawless operating execution. We assign the right person for the job, giving you the most in-depth analysis and solutions for your corporation to drastically improve performance.

Q: How are we different?

A: We differ in several ways. First, engagements typically last 3 – 12 months, that's 60% faster than most consulting companies. Second, Fennimore staffers have on-site operating experience in our client's industry and are knowledgeable in all aspects of that field. Third, our process begins with the foundational building blocks utilized in developing a business or strategic plan. Strategic Intent is a principle-driven tool delivering Strategic Planning enabling sustainable change, both representing the cornerstone of business success. Tomorrow's marketplace will not be today's. Whether it's stronger competition, better services, or improved products, success happens when you meet the challenges with a comprehensive, adaptable plan managed by flexible responsiveness.

Q: Examples of our successes:

A: Case: Electronic commerce application strategy transformed Tier One automotive suppliers and OEM's into a collaborative electronic marketplace. Work included Strategic Sourcing, Strategy Transformation, Network Optimization, Cost Reduction Campaigns and Supply Chain Transformation.

Benefit: Streamlined supply chain order processing, fulfillment and delivery application with a 60% reduction in the time to deliver and a 22% reduction in the cost of the items included in the collaborative marketplace. Estimated savings for the automotive manufacture: \$11 million/year. Cost reduction benefit for the Tier Ones and OEM's: \$17.5 million/year.

Case 2: Established *lean manufacturing* material handling processes in Mexico to include domestic and imported production material sequencing, transport, Customs, warehousing on-site and off-site, ship-to-sequence and line side vendor managed inventory infrastructure for a leading multinational company. Scope included: receiving, repacking, kitting, DRP sequenced and *kanban* line stocking, cross-dock export packaging, and reverse logistics for material and shipping devices.

Benefit: First year operational costs 18% below anticipated plan and 65% below 3 year plan.

Our Functional expertise includes:

Visioning

- Future State (Core)
- Future State (New)

Strategy Development

- Roadmap Definition & Requirements
- Validation, Plan and Manage
- Analysis of Risk and Adverse Consequences

Project Management

- Trusted Advisor
- Neutral Checkpoint
- Execution Governance

Technology Integration

- Value Proposition
- Sustainable, Repeatable Skills & Processes

Re-engineering

- Roadmap Objective
- Goal Validation
- Roadmap Execution
- Change Management

New Business Launch

- Board Advisory
- Infrastructure Optimized:
- Development
- Rollout
- Deliverable

Regulatory Compliance

- International Trade
- Medical
- Security

Specialized services for:

- Corporations facing Chapter 11
- Process Optimization for Start-up Companies
- Cross-functional end-to-end Order to Delivery
- Cost Effective Operating Solutions
- Develop Implementation Strategy & Economic Benefit

About Fennimore

The Fennimore Group is a change management, operations firm that helps business implement change to drive growth and save cost. It is represented throughout North America, Latin America and Europe.

Our staff includes superior talent with over 25 years average experience as well as advanced degrees, and an intricate knowledge of trends and current / emerging technologies.

The Fennimore Group encompasses visioning, strategy, design, operations, technology, implementation, and project execution in helping brilliant companies in attaining true excellence. Our keys to success are: helping companies achieve a state of continuous improvement, performance measurement, success criteria definition, and critical self-evaluation. We help businesses with a wide variety of matters, including:

- Implementing streamlined processes, integrating change management
- Contract Assignments for Subject Matter Specialist Roles
- Enterprise Alignment to common goals and objectives, discovering root cause and remedy to disconnected business goals.
- Enabling start-up companies and new divisions to quickly build their optimal infrastructure
- Assisting organizations in exiting Chapter 11

John Coates, Founder and CEO
john.coates@fennimoregroup.com