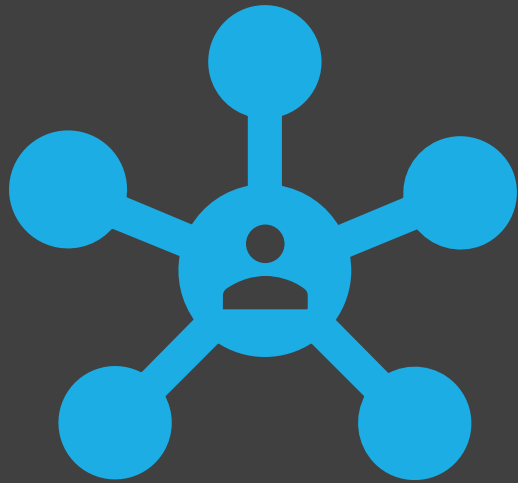


FRONTLINE CONSULTING

HOW TO JUMPSTART A FERRARI (OR MAZDA)



WHO WE HELP

WE WORK WITH SMALL TO MEDIUM BUSINESS OR WE CAN
WORK WITH LARGE BUSINESSES WITH A SITE NETWORK

WHERE WE CAN HELP



TIME OR RESOURCE POOR

IF YOUR BUSINESS HAS SHORT TERM
GAPS IN SKILLS AND EXPERIENCE
UTILIZE 20+ YEARS OF OURS FOR RELIEF



BUSINESS IMPROVEMENT

UNCOVER PRIORITY GAPS +
OPPORTUNITIES WHILE PROVIDING
CONTEXT AND VALUE TO SUPPORT
EXISTING AGENDA ITEMS



LEADER SUPPORT

PROVIDE NEW AND EXISTING LEADERS
WITH A ON-CALL PIT CREW FOR SHORT
TERM OR ONGOING SUPPORT

WE WILL WORK SIDE BY SIDE TO



GIVE YOU YOUR TIME BACK

FILL TIME AND RESOURCE GAPS

Fulfill leader function under term contract

Provide solutions for your existing pain



DELIVER RESULTS

DRIVE BUSINESS IMPROVEMENT

Staff Engagement

Unlock – Identify – Empower

Customer Engagement

Prepare – Contact - Report

Operational Gains

Observe – Validate – Review

Greenfield and new business design



BUILD STRONG NETWORKS

ASSIST YOUR LEADERS

Utilise skills and experience to unlock and progress desired outcomes

Uncover priority actions or assist in advancing existing opportunities

HOW WE WORK



Actions will always speak the loudest and we rely on results to do the heavy lifting and generate return and ongoing partnerships



We will take a pragmatic approach to driving the best outcomes that engages local resources and builds business capability



BASIC is BEST (KISS)– While there will always be unique needs, most outcomes will follow a well-worn path



WE WILL DRIVE OUTCOMES AND PROVIDE REAL TIME OPPORTUNITIES IN

Staff attraction, engagement and retention

Stock availability/turnover, DIFOT, and safety

Operational effectiveness and cost efficiencies

Customer satisfaction/retention leading to increased sales and margin

Financial Performance

OUR TRACK RECORD

Lead business that improved output capacity by >70% and kept any additional operating costs to < 2%

Provide branch financial results exceeding all other national locations (32) by >50%

Best in class stock accuracy and turnover (4.1 weeks / 6 budgeted / 6.8 Average)

DIFOT > 97% (Regional Benchmark 92%) - <1% resulting in customer failures

Customer satisfaction results unmatched by any the external provider had seen in all their time for a distribution environment



NEXT STEPS

We trust the information provided demonstrates Barcoo's experience and history delivering local outcomes to regional service and distribution business'

If you would like to discuss part of this document or book a meeting, please contact Adam

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 0455 940 047

 adam@barcootrading.com.au



Business Allrounder

Adam Kerrigan, Founder and Director of Barcoo Trading is available to represent your business in frontline functions and duties.

PROFILE

- 20+ years in regional distribution, sales/operations management, mentorship and leading businesses with annual turnovers <\$10M to >\$50M
- Founded Barcoo Trading in 2023 and have continued to help regional providers to improve their local supply offer
- Strengths in site management, continual improvement with a keen business acumen and well versed in all the sales and operational functions of a distribution business
- Have a deep understanding in the often-unique needs of regional businesses/markets/customers and how to align these with national corporate strategies

