



Streamline Manufacturing Enterprises

Providing advisory and consulting services to manufacturing enterprises.



Transfer of control to succession

Transferring the control of an enterprise to the succession can be challenging at the present. With the local and global economy in a massive state of flux due to geopolitical shifts and changes in consumer purchase trends, the succession faces deep challenges. SME will assist the transfer process by establishing a "field tested" operational platform which will enable risk-free transition process.



Enterprise Scale-up

Capturing new business is always good news, but too much growth in a short period of time can be daunting and can "stretch" the enterprise beyond a safe operating mode. SME provides support and resources during the organizational and scale up process, enabling the enterprise a risk-free and timely scale-up.



Enhanced valuation prior to exit

Many entrepreneurs relish the moment of exiting a business and cashing in their hard earned proceeds. Valuation, however, is a complex process and at times there is a "mis-match" between owner expectations and buyers "value perception". SME can assist in valuation enhancement and improvement when the seller seeks higher exit cash take-out.

Navigate growth, maximize profits

Our process



Initial Assessment

The SME team will gather all critical and essential data as identified in the initial management visit. The major "performance gaps" will be identified and a specific project plan and timeline will be developed for each initiative



Generate Value Stream

SME will propose changes to current procedures and processes as needed. These are initially discussed with ownership prior to implementation.



Identify areas of opportunity

Our comprehensive risk assessment services will help you identify potential risks and develop strategies to mitigate them, ensuring the long-term success of your business.



Identify Cost Savings

Since the ultimate goal is to maximize profitability, we start identifying cost saving projects upfront and leading the team in the implementation of those generating the largest dollar amount of savings. This validates the project investment with an initial short ROI (usually less than six months).



Management Training

SME will train associates, managers and leadership teams on the several processes and procedures identified as areas of improvement.



Joarimar Lugo

Joarimar is by education and experience an Industrial Engineer with a 25+ year career in Pharmaceutical packaging as well as Injection Molding manufacturing.

Her main focus as SME Principal is guiding manufacturing enterprises through operations and Supply chain transformations. With a high focus on implementing Operational Excellence, she guides organizations in maximizing profitability.



Antonio Cardona

Antonio is by education and experience an Electrical Engineer with a 25+ year career in Pharmaceutical packaging as well as Aerospace and Automotive manufacturing.

His main focus as SME Principal is guiding manufacturing enterprises through growth and "turn-around" transitions.

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