

# ATS

## Heat Management Manufacturer Case Study

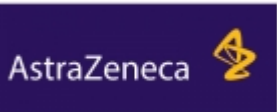
- Capital: \$51 Million.
- Consultancy: Many Solutions.
- Cost: \$10.5 Million Reduction.

30+ Years of Advancing Projects, Boosting Profits, and Cutting Costs.

# ATS Clients



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# Who We Are

- 30+ years serving in the U.S., Canada, the U.K., and Western Europe.
- Phenomenal client list, stories, and case study outcomes.
- Providing capital, consultancy, and cost reduction.
- 1000+ global affiliates, partners, and experts.
- \$10's of Billions results for organizations.
- 28%+ overall average cost savings.

# ATS Organization Details

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**Organization Name:** Heat Management Solutions Company

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**Industry:** High Temperature Heat Manufacturing and Solutions

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**Organization Size:** \$15 Million Annual Gross Revenues

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**Client Billable Type:** Performance, No Cost No Risk, Fixed Contract

# ATS Client Needs



**Client Challenges / Need:** Cash Flow Problems; Credit Problems (Cash Only); Not Centralized, Compliance, and Best Practices; Supplier Challenges; Employee Morale.



**Solutions Provided:** Cost Reduction; Procurement; Centralization; Capital Provided.



**Other Outcomes:** Inventory Systems, New Market Development ...

# Client Outcomes: Cost Reduction

- Ceramic Fiber Modules – Annual Spend \$573,000 – Cost Reduction Percentage 21% - Cost Reduction Dollar Amount \$123,000.
- High Temperature Fabrics – Annual Spend \$1,420,000 – Cost Reduction Percentage 13% - Cost Reduction Dollar Amount \$188,000.
- Office Supplies – Annual Spend \$174,000 – Cost Reduction Percentage 41% - Cost Reduction Dollar Amount \$72,000.
- Refractory Bricks – Annual Spend \$287,000 – Cost Reduction Percentage 19% - Cost Reduction Dollar Amount \$55,000.
- High Temperature Insulation – Annual Spend \$1,923,000 – Cost Reduction Percentage 15% - Cost Reduction Dollar Amount \$289,000.

# Client Outcomes: Centralization

- Created and implemented Standard Operating Procedures;
- Changed their warehousing and logistics processes to minimize too much inventory (they had several products warehoused that were not being used for months);
- We mirrored customer demand, jobs, project management, inventory, and forecasted sales for a Just-In-Time system for them (this resulted in almost \$1 Million of products not in inventory each month); and
- Instituted best practice of products, product categorization, labeling, inventory systems, etc.

# Client Outcomes: Re-Engineered Warehouses

- Increased productivity;
- Real time inventory;
- Just in time inventory;
- Human capital output effectiveness, which involved when deliveries were coming, stocking methods, how each warehouse was organized, how many steps warehouse engaged to do their different job functions; and
- Reduced hazard (sustainable safety).

# Supplier Management Systems compliance, organization, and Systemization

- Their suppliers were not being utilized for sourcing, product and services identification, and volume;
- We centralized all supplier data in one location for the corporate office to view as well as all locations;
- We cleaned the list of all non-applicable suppliers, ensured proper documentation for each supplier on file, and utilized each supplier for the benefit of our client reducing supply chain disruption of goods and services by more than 20%; and
- Other projects as directed by management.

# Overall Client Outcomes

- **ATS was able to reduce costs by \$10.5M over three years** and keep Heat Management Solutions Company in business. The company did not have to let any workers go! Management was grateful for the actions we implemented for them, so they did not impact the local economy.
- We increased effectiveness by improving communications by implementing best practices.
- We centralized procurement and provided a platform for proper supplier management and evaluation. We instituted many new techniques and methodologies into the organization for greater accountability with company resources.
- We empowered the staff to be more active with holding people accountable for action items, which led to an increase in results.
- Much needed capital was infused into the organization to grow.

30+ Years of Advancing Projects,  
Boosting Profits, and Cutting Costs

