

UNLOCK CASH AND IMPROVE SUPPLY CHAIN RESULTS



Proven solutions for manufacturers and distributors

When cash is trapped in inventory, service levels are slipping, and supply chain issues keep recurring, your team needs operational expertise to break the cycle without disrupting day-to-day operations.

The M. Ryan Group helps mid-market manufacturers and distributors, both PE-backed and privately owned (\$50M-\$350M revenue). Focused 60-90 day engagements free up millions in cash and restore service levels.



COMMON SUPPLY CHAIN CHALLENGES



We have millions tied up in inventory and still can't ship on time



Our fill rate used to be 95%, now it's slipping every month, and customers are frustrated



Ops wants to cut inventory, sales says they need more stock, and I'm caught in the middle



*Not sure if this applies to your situation?
Let's connect for a quick conversation.*



RESULTS YOU CAN EXPECT



5-11
Points

Fill Rate
Improvement



5-25%

Inventory
Reduction



\$2M-\$7M

Cash
Unlocked

WHAT CLIENTS SAY

"Mike reduced our chemical inventory 24% in six months while improving customer deliveries."

- **Peter V., CEO, Riverside PortCo**



WHAT YOU CAN EXPECT



Fast results without disruption

60-90 day improvements while your team stays focused on running the business



Clear visibility Improved predictability in service performance, inventory levels, and operational execution



Measurable outcomes Typical engagements can free up \$2M-\$7M in cash and deliver 3-5x ROI within six months



WHY COMPANIES CHOOSE THE M. RYAN GROUP



More than 20 years of operational leadership at GE, Goodyear, and PE-backed companies



Hands-on approach that coaches your team through implementation, not just recommendations



Proven track record across 20+ portfolio companies with \$40M+ in cash freed from inventory



Board-ready deliverables with clear ROI documentation that meet investment committee and board expectations



HOW YOUR COMPANY WINS



Break recurring patterns Address root causes in supply chain processes, not just symptoms



Protect operations Existing teams stay focused on day-to-day business while improvements are implemented



Deliver board-ready results Clear EBITDA and cash flow improvements your leadership can present with confidence

PROVEN RESULTS FOR MANUFACTURERS AND DISTRIBUTORS



PROVEN TRACK RECORD ACROSS 20+ PORTFOLIO COMPANIES



\$40M+ Cash Freed



3-5X Avg. ROI



90 Days Avg. Timeline



CAPITAL EQUIPMENT MANUFACTURER: "We're burning cash on parts we don't need"



How It Started

CFO saw an inventory bubble on the balance sheet



Issue

Borrowing limits reached



Action

Realigned procurement with actual demand



Result

41% reduction in inventory and closed warehouse

\$6.9M

Cash Freed Up in Nine Months

"Mike helped us deploy a more organized and formalized S&OP process."

- Jeff M., CEO, Gridiron PortCo



SUPPLEMENT MANUFACTURER: "Out of best sellers, stuck with slow movers"



How It Started

Board member introduction after a decline in fill rate



Issue

Historically high fill rates were crashing



Action

Collaborative Forecasting & **60-day** S&OP start



Result

+9 point improvement in fill rate in six months

\$4.2M

Inventory Reduction in Six Months

"Mike yielded immediate results, improving both customer satisfaction and inventory efficiency."

- Paul C., CEO, Riverside PortCo



MANUFACTURER & DISTRIBUTOR: "Inventory bloat and lost sales are killing us"



How It Started

Operating Partner sought help with working capital



Issue

"We're overstocked and still missing orders!"



Action

Identified over half the inventory as slow-turning



Result

A data-driven S&OP process that restored fill rates

\$2.3M

Inventory Reduction in Six Months

"Mike's hands-on approach focused on coaching our team through implementation, not just delivering slides."

- Travis D., Operating Partner, Lion Equity



Ready to unlock cash trapped in inventory and improve service levels? **Let's connect** for a confidential conversation to explore whether this approach makes sense for your business.

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