THE M.RYAN GROUP
INVENTORY OPTIMIZATION

UNFREEZE
YOUR WORKING CAPITAL
FIVE WAYS TO GET YOUR INVENTORY MOVING

FIVE WAYS TO GET RID OF YOUR WRONG INVENTORY AND IMPROVE YOUR CASH FLOW, SALES AND EBITDA:

1. **CALL YOUR CUSTOMERS**. Is there “custom” inventory made for a single customer? Is there more on hand than they ordered? Find out if its still in demand, and if they’d like to do a spot buy.

2. **TAKE A WALK IN YOUR WAREHOUSE.** How many items still have their annual inventory tags on from last year? The year before? Use one of these items as a springboard to understand why the item is not moving.

3. **RAW MATERIALS WITH > 6 MONTHS SUPPLY.** While purchasing thought they were getting a bargain in driving your PPV down, you’re tying up cash. If it’s a catalog material, return it to the vendor for credit.

4. **IDENTIFY YOUR SLOB (SLOW MOVING & OBSOLETE) INVENTORY.** Has it been on your books for more than five years? Sell it for scrap. You’ve paid for it in carrying costs, it’s time to turn it back into CASH.

5. **IDENTIFY INVENTORY WITH < 2 TURNS.** Who bought it last? Great reason to initiate a sales call! Better to turn the inventory into cash at (or above) cost than to have it sit on your shelf for another six months.

What is Poor Inventory Management Costing You?

Get a FREE 30 Minute Inventory Consultation

Schedule your time NOW. Get the Solutions You Need Today!

calendly.com/mryangroup

WWW.MRYANGROUP.COM | (330) 283-7234 | INFO@MRYANGROUP.COM

THE M.RYAN GROUP
INVENTORY OPTIMIZATION

CASE STUDY

SPECIALTY MANUFACTURER

$7 Million Cash Unlocked / 41% Inventory Reduction

PRIVATELY HELD OHIO MANUFACTURER OF CAPITAL EQUIPMENT EXPERIENCED ORDER SOFTENING AND INVENTORY PILE UP, RESULTING IN A DANGEROUSLY LOW CASH-FLOW POSITION.

PROBLEM:

The compounding problems in a situation like this can be overwhelming and quickly put this company in a tail spin. In addition, Purchasing "bought to the plan" based on an outdated sales program, unnecessarily burning through cash.

Manufacturing fell short of production goals, compounding the raw inventory build. As sales continued to soften, inventory piled up, EBITDA dropped and cash was not available to pay down debt, placing the business at risk of breaking loan covenants.

SOLUTIONS IDENTIFIED:

After a series of focused conversations, it was quickly determined that no formal communication loop existed between Sales and Operations. A quick turnaround was possible leveraging a combination of *Rapid Inventory Discovery* and *Business Process Improvement*.

A tailored solution was created for **the unique needs of the business** including a definable, predictable, and repeatable **metrics-driven process** linking Sales, Operations and Finance. This opened a critical dialog with key suppliers to taper purchases and free up cash while strengthening relationships.

THE RESULT:

Inventory Reduced 41%, Increasing Available Cash by $7 Million in 9 Months.

"Mike Ryan understands the importance of generating positive cash flow. He quickly reduced inventory levels, drastically improved inventory turns and most importantly improved the company's cash position in a very short period of time."

Scott Johnston, CFO

THE M.RYAN GROUP
INVENTORY OPTIMIZATION

UNLOCK CASH
IMPROVE VALUE

HELPING PRIVATELY HELD MANUFACTURING BUSINESSES UNLOCK CASH AND IMPROVE EBITDA BY OPTIMIZING INVENTORY. TURN $1 DOLLAR SAVED INTO $7+ DOLLARS EARNED TO INCREASE THE VALUE OF YOUR BUSINESS.

DOES YOUR BUSINESS SUFFER FROM THESE WARNING SIGNS?

01 Unhappy calls from customers
02 Falling revenue and rising inventory
03 Not enough of the “right” products to ship
04 Expediting materials in or shipments out
05 Dropping on-time delivery/fill rates
06 Longer and longer lead times
07 Backorder list growing each day
08 Cancelled customer orders

IMAGINE WHAT IMPROVED FILL RATES AND INCREMENTAL CASH WOULD DO FOR YOUR BALANCE SHEET. CALL ME TO DRIVE INVENTORY DOWN AND EBITDA UP

As a **GE trained & certified Six Sigma Black Belt**, Michael Ryan brings world class corporate expertise to create value for the middle market. With more than 20 years of experience at industry leaders such as Goodyear, General Electric and American Standard, Michael works to create higher levels of performance and profitability.

Michael has solved inventory issues for both middle market and Fortune 500 businesses, translating into lower inventory, higher customer satisfaction, improved cash flow and EBITDA. He creates definable, predictable and repeatable processes to deliver the desired outcomes.

What is Poor Inventory Management Costing You?

Call or e-mail info@mryangroup.com today to learn how a Rapid Inventory Discovery could benefit you and your business.

WWW.MRYANGROUP.COM | (330) 283-7234 | INFO@MRYANGROUP.COM