

PRODUCTIVITY PULSE

Q1 2024

A Newsletter of The ProAction Group

People News



Audie Penn
now VP Business Development
& Service Delivery

Congratulations to Audie Penn on his promotion to Vice President, Business Development and Service Delivery at The ProAction Group!

In his capacity as Vice President, Audie will play a crucial role in collaborating with clients to identify risk and implement value creation initiatives, ensuring that companies reach their strategic, organizational, and financial goals.

Audie's diverse background, encompassing both consulting and industry roles, spans across industries such as furniture, food, heavy

equipment, municipal functions, energy, and building materials. His previous role as managing partner for a consulting firm focusing on operational excellence showcases his ability to drive significant improvements, exemplified by the impressive EBITDA growth achieved for his clients.

The ProAction Group is fortunate to have Audie Penn in this leadership role, and his extensive experience and expertise will undoubtedly contribute to continued success and growth for our clients.

Introducing OpWise

Our exclusive people, process & tools approach for achieving impressive operational results!

In today's fast-paced, volatile business environment, mining the potential of a company's value with efficient and effective operations is not just a goal; it's a necessity. Companies that achieve operational excellence are better positioned to thrive, adapt, grow, and lead in their respective industries.

This is where The ProAction Group and OpWise come in.

As the "Go-To" Operational Resource focused on Private Equity and its portfolio companies, we identify risks and opportunities, prepare strategies, and implement operational improvements and recommendations to increase the value of your business.

OpWise is our guaranteed approach to achieving operational excellence, obtaining measurable results, and fulfilling our commitment to EBITDA gains of 3-10X our fees.



During Due Diligence:

We complete an Operational Diligence pre-close, bringing a broad operational focus to the diligence team, scalability to the operation, and quantified increases in EBITDA.

Post Close:

We act as a resource extension, working with your management team to accelerate the realization of the investment thesis by implementing lean manufacturing, global and strategic sourcing, quality systems, sales and operations planning, and inventory planning as needed. To ensure sustainability, we transition to a coaching and monitoring role to assure scalability and support specific initiatives.

continued

Existing Portfolio Companies:

We apply Lean Best Practices to help Private Equity Groups maximize the value of stagnate or under performing portfolio companies.

Our people typically have 15+ years of experience with companies that have a reputation for using best management practices.

Why Choose The ProAction Group's OpWise for Your Operational Diligence?

Intelligent Insights:

OpWise provides you with real-time insights into your operations. It harnesses data to uncover risk, trends, anomalies, hidden value, and opportunities, allowing you to make agile and informed decisions.

Risk Mitigation:

With OpWise, you will identify potential risks before they become critical issues, avoiding unnecessary pitfalls. It's your proactive shield against operational disruptions.

Enhanced Efficiency:

OpWise doesn't just solve problems; it optimizes processes, helping you reduce costs, save time, improve performance, and operate at peak efficiency.

Strategic Alignment:

OpWise ensures that your operational efforts align seamlessly with your broader business goals and strategy, helping you stay ahead of the competition.

Adaptability:

In an ever-changing business environment, OpWise enables you to adapt and effectively evolve your operational strategies, even as circumstances quickly change.

We'd love the opportunity to listen to your needs, answer any questions you may have, and design an approach to ensure you achieve your EBITDA targets.

Contact:

Tim Van Mieghem
Kevin Hofert
Audie Penn

tvm@proactiongroup.com
khofert@proactiongroup.com
apenn@proactiongroup.com

WE'LL BE AT THE FOLLOWING ACG EVENTS

Going? We'd love to connect.
Please contact Tim, Kevin, or Audie

Denver	February 12-13
Dallas	April 2-3
Chicago	October 29-30
Miami	November 13-15

Have You Heard?

Available where all your podcasts stream

Find new ways to create and claim value in your company with The Shocking Profit Podcast. This show provides business owners and leaders with a practical and endlessly fascinating study of how to effectively run a company, build a good life for employees, serve customers well, and build wealth. All while having a good time.

Hosts Tim Van Mieghem and Eric Mattson are two grizzled veterans, each with 30-plus years of experience guiding entrepreneurs to claim and create value in private equity. They've seen it all and are here to share their wealth of knowledge. Tim and Eric will tell you what you need to hear, which may not be what you want to hear, to help you find the shocking profit within your own company.

Please give a listen, and if you like it, please subscribe, and leave us a review!

Want to connect with Tim and Eric?

Send us a life hack, business hack, or challenge us with a question at elwood@shockingprofit.com

SHOCKING PROFIT



TIM VAN MIEGHEM AND ERIC MATTSON

350 N. Orleans Street, Suite 9000N | Chicago, IL 60654 | 312.726.6111 x 313 | chenson@proactiongroup.com