

Small Cap Case Study 1

SITUATION

A \$75MM Company in digital media industry has been attempting to drive productivity improvement of a contract workforce. Lean and six sigma efforts failed to deliver the required results. Significant increase in market share was possible with a competitive cost advantage.

APPROACH

Productiv performed productivity studies to establish ala carte pricing for assembly packaging and distribution to achieve the desired market price point to enable growth. Productiv transitioned workers and management control to a Productiv work center while starting up a new facility without compromising quality or on-time delivery.

OUTCOMES

- Work center produced 50% increase in first quality output at the no increase in labor cost
- On time deliver was highest ever recorded by the company
- First quality improved to one compliant per 5,000,000 units
- Unit labor costs decreased by 31%

Micro Cap Case Study 1

SITUATION

A start-up business needed expertise in production floor layout, equipment, and process execution. The company was also looking for partners to invest in the operation and to grow with them.

APPROACH

Productiv engaged the executive team to find solutions. Productiv designed and operated the entire fulfillment operation as a work center at the new facility providing both needed working capital and long term capital for necessary equipment purchases.

OUTCOMES

- Cash-flow improved increasing available working capital
- Fulfillment operation up and running months ahead of schedule
- Executive team increased focus on core business

Micro Cap Case Study 2

SITUATION

An established publishing business faced a significant supplier increase for packaging and fulfillment services. The business was looking for alternative solutions to reduce supplier costs.

APPROACH

Productiv performed productivity studies to determine true cost of service. Productiv implemented a work center as an alternative to traditional methods providing an onsite partner linked to customer goals through gain sharing.

OUTCOMES

- Cash-flow improved increasing available working capital
- Cost per unit for Fulfillment service reduced by 38%
- Elimination of non productive charges
- Fully warranted quality of service