

AIT Group
Create the Future
www.theaitgroup.com

VALUE CHAIN TRANSFORMATION

True understanding of the issues and opportunities across an end-to-end Value Chain requires a methodology that enables companies to step back, look at the big picture, and drill down to project-level opportunities. Identifying, prioritizing, and executing business improvement opportunities across the full Value Chain (e.g., Supply Chain) is an effort which holds high strategic and financial rewards.

AIT GROUP VALUE CHAIN TRANSFORMATION CLIENT SERVICE

Phase 1: Framing and Scoping

This 1-2 week effort is designed to define the vision, goals, and scope of the effort, and build the team structure, roles, and governance for the Analysis and Design phase.

Phase 2: Analysis and Design

This 7-8 week process rapidly engages the organization to develop detailed understanding of the current value chain and the improvement opportunities that exist. Conceptual to-be processes and operating modules are developed and supported by a process simplification roadmap, deployment plan, and business case. A time-phased implementation program is then developed summarizing the work streams required to most aggressively transform the value chain.

Phase 3: Pilot & Implementation

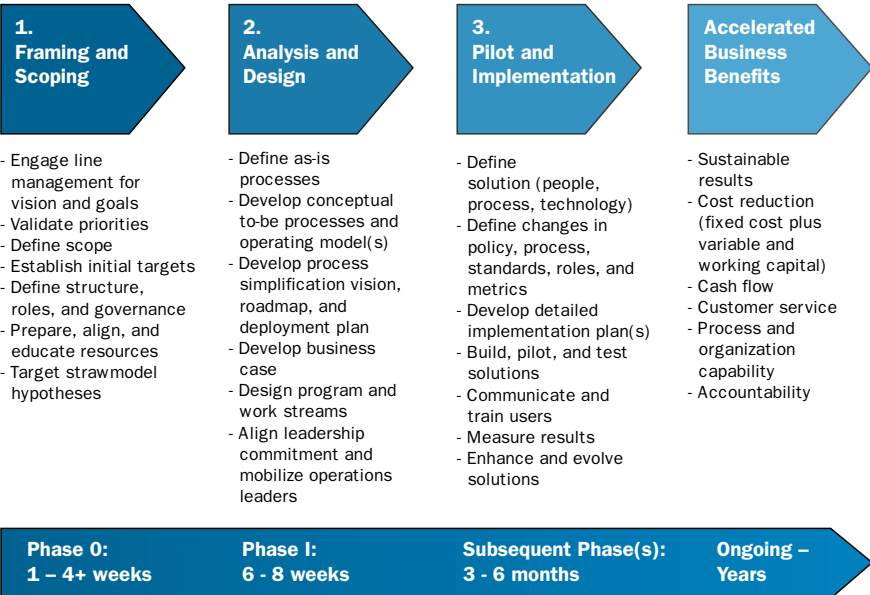
The implementation process is typically a time-phased effort involving multiple streams of work, multiple teams, and many project activities that require Lean, DFSS, Six Sigma, Innovation, and Supply Chain skill sets. Detailed solutions are planned, piloted, and implemented. The required policy, process, people, and technology changes are executed, measured for success, and made sustainable with proper controls so that improvement benefits are permanent.

“Understanding the Big Picture...Accelerating Business Benefits”



AIT Group uses a structured methodology, and a variety of tools, to derive this big picture level of understanding. Our approach is hands-on, highly interactive, and designed not only to create an understanding of the prioritized opportunity portfolio across the Value Chain, but also to create the “bias for action” necessary for the organization to take the proper steps in the implementation phase. The combination of clearly defined project priorities, together with an organization motivated to drive change, is a proven equation for success.

Value Chain Transformation Three Phase Approach



Why is our approach so successful? We work hand-in-hand with our clients to:

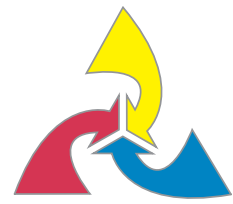
- Jointly develop a strategic path forward to achieve a quantified, validated business case
- Focus efforts on the highest impact, strategically aligned, opportunities
- Mobilize your company for change by involvement at all levels within the organization
- Address the rational, political, and emotional change levers in the organization
- Assess the impact of technology ... today and in the future

We involve a multi-function group of people to ensure success:

- **Executive Sponsor**
- **Value Chain Steering Committee**
- **Functional Area and Site Leads**
- **Functional Area and Site Support Team**
- **Subject Matter Experts**

Phases one and two of Value Chain Transformation are executed by a Professional Support Services team who assesses the value chain for high impact improvement opportunities. Phase three leverages either, or a combination of, Professional Support Services and Knowledge Transfer experts to rapidly implement high-impact business improvements, while simultaneously developing internal business improvement resources. Regardless of the approach, AIT Group is hands-on and guarantees results.

WORKING HAND IN HAND...
TO CREATE YOUR FUTURE



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ABOUT AIT GROUP

“Hands-On”

Experience and passion to transfer knowledge, improve employee capabilities, and accelerate business benefits are the AIT building blocks of our successful client relationships. We take our client’s vision and dreams from ideas to action through a structured approach that connects strategy with measurable results.

It all begins by understanding our customer needs and partnering with our clients to create and execute a customized business improvement solution. We work hand-in-hand with our clients to drive a sustainable, competitive, advantage through proven and integrated, tools, methodologies, and techniques. By working with AIT Group, your future is in your hands, and your vision becomes our mission.

OUR COMPANY

Today, AIT Group is a creative and innovative leader, continuing to develop and improve the methodologies that lead to business improvement. We are prominent in developing and implementing Lean Six Sigma, Design for Six Sigma, Value Chain/ Supply Chain Transformation, Value and Opportunity Identification, and Innovation methodologies. In business since 1998, the AIT Group has helped clients, around the world, achieve remarkable business improvement results.

OUR MISSION

We deliver tomorrow’s results today through hands on business improvement expertise, global reach, and a passion for getting results fast.

OUR APPROACH

We work together, with you, to design innovative solutions that **accelerate business benefits** and enable client capabilities – ensuring dramatically improved, sustainable business performance.

AIT Group’s four comprehensive business improvement practice areas span the spectrum from strategy to execution and can be seamlessly integrated providing **a complete business improvement solution**. Whether your business demands competitive advantage through rapid identification and elimination of nagging inefficiencies, or requires the development of a disciplined problem solving culture, **AIT Group** has a passion for both.

OUR CAPABILITY



We possess significant global experience and success in implementing business improvement solutions. Our capabilities span the world, with offices in the United States, Europe, Mexico, and the Asia Pacific region. Our professionals have worked with thousands of people who have realized over 1000% returns on most engagements.

These dramatic results can be tied to AIT Group’s experienced professionals, commitment to client success, and meticulous solution planning and execution.

TOMORROW STARTS TODAY, SO LET’S WORK HAND-IN-HAND TO...

...CREATE THE FUTURE

AIT Group Services



**COMPETITIVE
STRATEGY &
INNOVATION**



**VALUE &
OPPORTUNITY
IDENTIFICATION**



**VALUE CHAIN
TRANSFORMATION**



**LEAN SIX SIGMA & DFSS
DEPLOYMENT**

**AIT GROUP ALIGNS
DELIVERY METHODS WITH
THE GOALS OF OUR CLIENTS.**

Knowledge Transfer

AIT Group’s knowledge transfer is for organizations looking to create a sustainable problem solving culture which drives significant business improvement. Our delivery approach is aimed at developing internal skill sets and supporting infrastructure.

Professional Support Services

AIT Group’s Professional Support Services is for an organization with critical complex business issues that need rapid and sustainable resolution. Our delivery approach leverages highly-skilled AIT Group professionals who bring the industry best practices to quickly and permanently achieve results.