



## Possibilities for your organization:

- 30-50% Reduction in operating space/time
- 70-90% Reduction in communication travel distance
- 60-90% Reduction in operating inventory
- 50-90% Reduction in lead time
- 70-80% Reduction in set-up/turnover time
- 30-40% Process and Employee efficiencies
- 50-60% On-time throughput creating a better customer experience
- 40-45% Increase in capacity resulting in potential sales

**TJW Holdings**  
Facilitating a Difference

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California, Texas, USA / Ontario, Canada

Our operations backgrounds are in a diverse set of highly competitive industries, across all stages of business maturity, and across all levels of the organization.

We are not experts in specific industries, ***we are experts in enabling excellence.***

We know it takes time and effort to do things the right way but have a tried-and-true process for setting visions, cascading intentions, facilitating the standardization of effective business processes, and achieving organizational excellence through a culture of continuous improvement.

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## ***Our Vision***

***To build and operate a global company that transforms businesses with a strategy that includes shareholders, employees, customers, and the community. Our goal is win-win synergy for organizations and teams we can feel proud to work alongside.***

**Getting Better Together, Every Day!**

# Our Promise

To facilitate the company's existing business processes that produce a service/product with our process improvement methods which will benefit all stakeholders, thereby creating a desirable employee and customer experience.

# Our Services

We solve the problems of alignment, focus, and performance by addressing organizations at three levels:

**At the company level:** We facilitate the definition, cascade the intention to align clear, actionable, measurable missions and visions of success.

**At the team level:** We facilitate cross-functional and departmental teams to define clear business processes, aligned with company objectives that produce definable, predictable, and repeatable outcomes.

**At the individual level:** We unlock self-driven empowerment and performance through coaching, mentorship, and by instilling a clear sense of ownership in everyone's area of responsibility

# We Can Help

Our process isn't for everyone and takes time to execute, as our primary objective is mission success.

Financial success, to us, is a side-effect of unlocking the full potential of your people, your teams, and your organization.

This process takes time and effort but leads to institutionalized excellence and the highest levels of efficiency, effectiveness, and empowerment throughout the organization.

# Operational Excellence Strategy

## Our Customized Processes

Aspire®

First, we clearly define the vision and mission. Then as with any change, we start by defining the issues by working with leadership to develop a custom Operational Diagnostic. This identifies the missing elements of a high functioning MOS, serves as a road map for change and establishes a baseline to measure progress.

Align®

Applying the **Align** processes to establish KPI/Lean digital Boards from Tier 4 through to Tier 1, the tool will provide continuous focus for all teams towards the company goals and objectives.

LEAN

Utilizing Lean principles, Kaizens are executed to complete alignment and integrate other key components for the MOS, such as problem-solving tools, standard work and visual management.

Inspire®

Sustaining is always the greatest challenge. We apply our **Inspire** process to nurture the leadership transformation required to ensure leaders know how to get better together, every day!

# Financial Dashboard



## Financial KPI Dashboard

### Current Working Capital

Current Assets **\$129,000**

Cash	\$34,000
Accounts Receivable	\$59,000
Inventory	\$31,000
Pre-Paid Expenses	\$5,000

Current Liabilities **\$68,000**

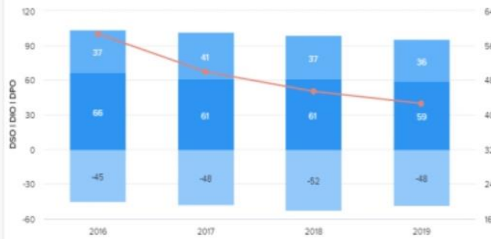
Accounts Payable	\$25,000
Credit Card Debt	\$2,000
Bank Operating Credit	\$27,000
Accrued Expenses	\$9,000
Taxes Payable	\$5,000

Working Capital **\$61,000**

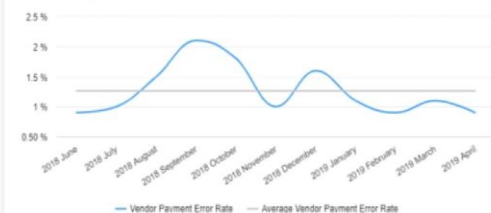
Current Ratio **1.90**

### Cash Conversion Cycle in Days - Last 3 Years

59.0 DSO + 36.0 DIO - 48.3 DPO = 46.8 CCC



### Vendor Payment Error Rate - Last 12 Months



### Current Quick Stats

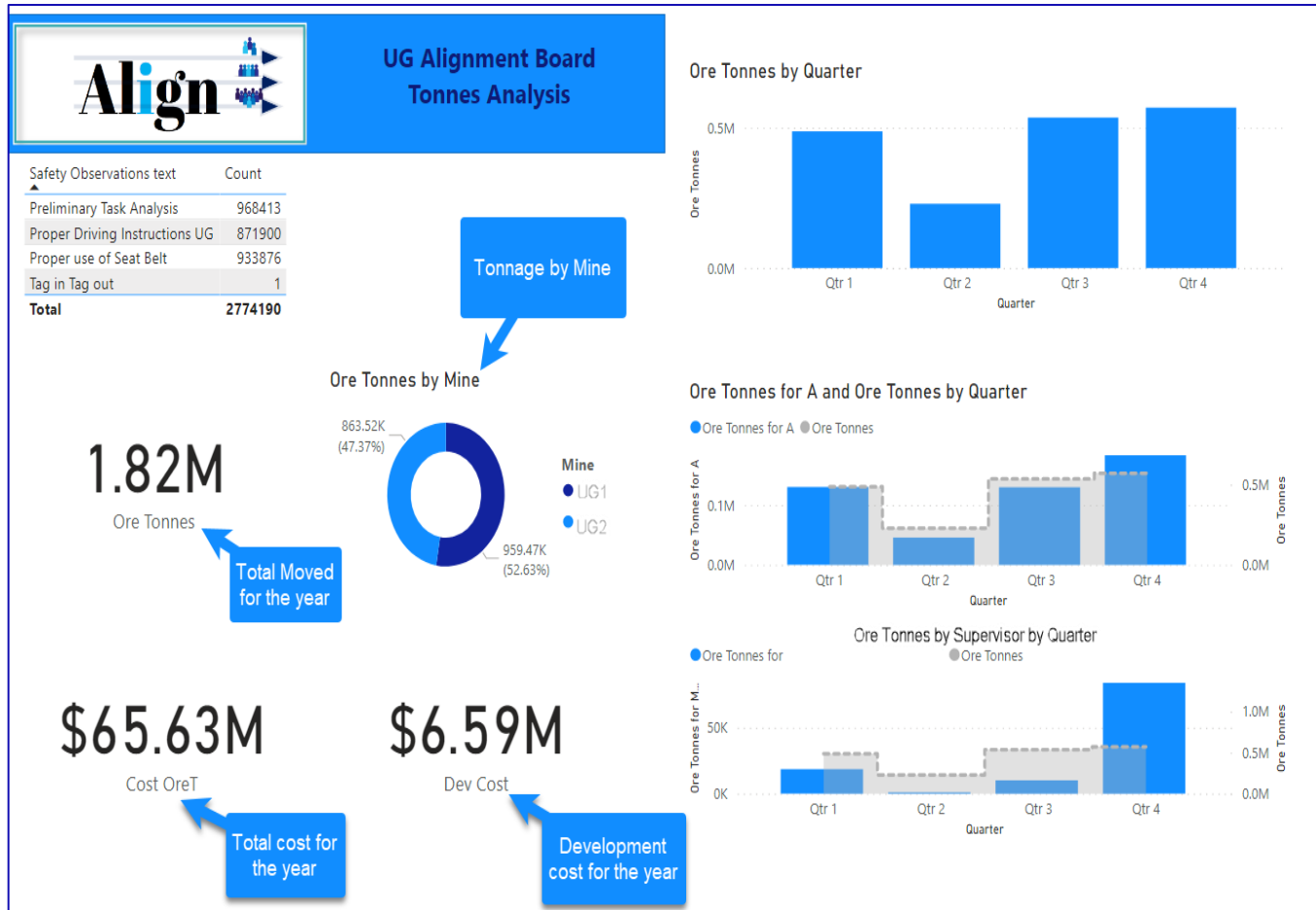


### Current Budget Variance

Projects	Actual	Budget	Variance
Front Fairway	\$38,770	\$36,772	\$2,998
Lakeside Apartment	\$54,323	\$72,399	\$-18,076
Proactive Company	\$41,568	\$30,290	\$11,278
Result Consulting	\$102,871	\$80,723	\$22,148
Total	\$248,532	\$200,184	\$48,348

Utilizing your real-time data, we create, visual metrics with analytical capabilities.

# Operations Dashboard

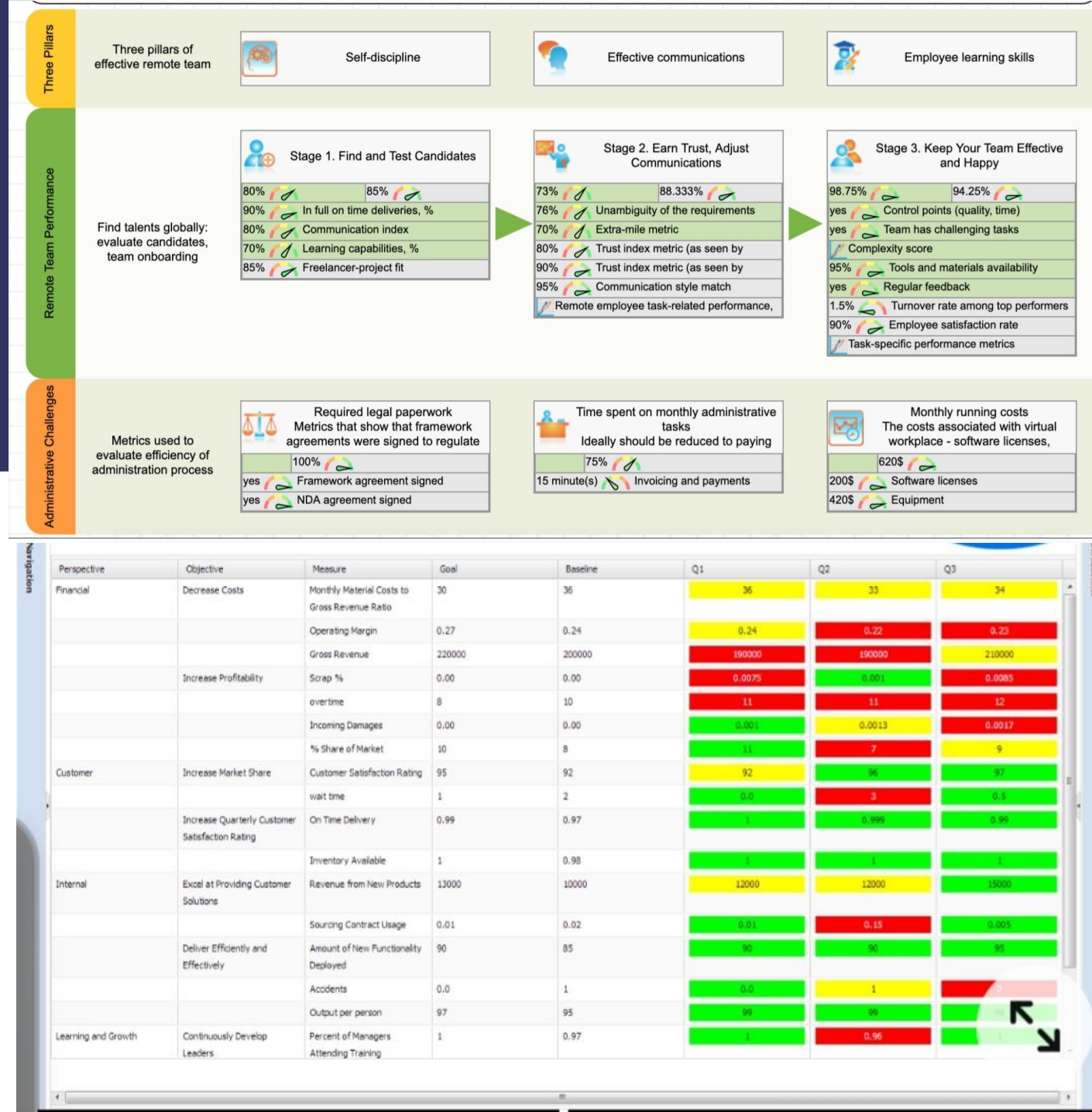


Superior information is powerful!

The Align process has a secondary benefit of improved information and operations using LEAN tools via the Kaizen venue.

# Individual Dashboard

Inspire®



Observing, capturing, coaching and mentoring through the journey for growth and sustainment.



# Process Improvement Dashboard

LEAN



Measuring, observing, capturing from continuous improvements Events for sustainable Operational Excellence.



# Interactive Approach

## *Formula for Success*

We use your skilled people and assets to build new proficient processes to achieve optimal performance.

We develop meaningful measures (KPI) that can be understood with teams by apply the **Align** processes from the shop floor to leadership.

We enable our built-in business analytics process through PowerBI (or existing platform), utilizing your organizations input; methods to capture and create value-added measures.

We teach then apply and employ the **Inspire** process along with real-life examples. Next, we apply team derived solutions as a proven way to sustain new processes and skills.

We transfer the knowledge and experience to create commitment and sustainability.

We integrate new processes and principles into your existing management system to enhance overall efficiency.

We strengthen your team's commitment to the organizational vision, by establishing improvement methods utilizing **LEAN** which are results-oriented.

Our methods produce quality bottom-line results in a short amount of time.

**A partnership of our team and yours focusing together  
defining the problem AND the solution for guaranteed results**

# Our Approach

*Timeline for Success*

## Phase 1 Opportunity Assessment

- Conduct Diagnostics
- Review Diagnostic Initiatives
- Identify the gaps and create organizational strategy

## Phase 2 Plan Development

- Kaizen events to address diagnostic initiatives
- Resource requirements and timeline
- Number and scope of Events

## Phase 3 Implementation

- Facilitated events and implement.
- Skill-Shop training and knowledge transfer
- Ensure new processes are integrated and measurable

## Phase 4 Results

- Process Certification
- Metrics to drive required behavior
- Coach and mentor new process
- Sustainability through SWI and LSW.

Aspire®

Align®

LEAN

Inspire®

# Action-Oriented

*Results of the Success*

**Together  
we'll transform your organization to:**

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## Contact Our Team



TJWagoner.com

Discover how our experiences, services and products can facilitate transformation in your business with the desired results.

### Texas Office

Jeff Wagoner

[Jeff@tjwagoner.com](mailto:Jeff@tjwagoner.com)

### California Office

Leon Liu

[Leon\\_Liu@tjwagoner.com](mailto:Leon_Liu@tjwagoner.com)

### Ontario Office

Daniel Lachapelle

[Daniel\\_Lachapelle@tjwagoner.com](mailto:Daniel_Lachapelle@tjwagoner.com)

Our Consultant Professionals with their specific skillsets are focused on a pragmatic application of a lean mindset tailored to your business demands improving overall business operations.