

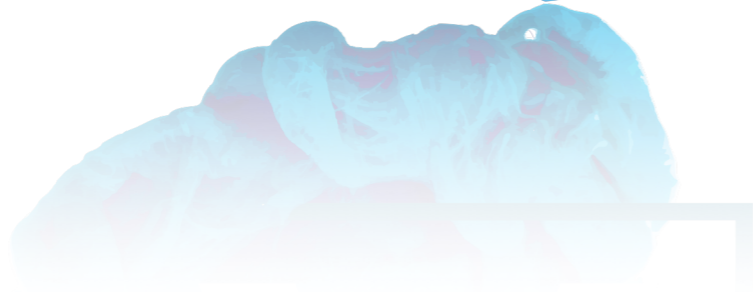


A

LL

lloy

Consulting



Consulting



ALLOY (al.loy)

s. Combination of different elements with the purpose of obtaining a new element with improved characteristics and properties.

FOCUS

- Alloy Consulting specializes in process optimization and operational excellence.
- Founded by seasoned business leaders with long experience in process improvement, technology implementation, operational turn around and corporate governance.
- We use tested analysis methodologies to identify areas of opportunity, as well as operational and organizational risks.
- We design custom made solutions tailored to each client's needs that maintain their winning Enterprise DNA.
- Together we define real and achievable, Quantitative and Qualitative, objectives.
- We not only make recommendations, we support the implementation of improvements and changes across the organization.
- The client's investment is always for finished project.
- We actively participate as advisors and board members to our clients.



PRINCIPALS

JUAN LAMBRETON - CHIEF CATALYST OFFICER



- BS in Industrial Engineering (UIA)
- MBA (University of Texas at Austin)
- 25 years of business experience as COO and CEO
- Design and execution of sales growth, cost reduction and productivity improvement strategies.
- Strategic planning, new business and product development.
- Re-organization and change initiatives leadership.

RICARDO LEÓN - CHIEF TRANSFORMATION OFFICER



- BS in Chemical Engineering (UIA)
- MBA (University of Texas at Austin)
- 18 years of business experience as COO and CEO
- Business process optimization for operational efficiency.
- Project management and development.
- Organizational change leadership.



PROCESS IMPROVEMENT MODEL



6° INSIGHTS

Refers to the detection & analysis of areas of opportunity through out all areas of the organization.



7° INSTALLATION

Refers to the successful installation of changes & improvement through a "shoulder-to-shoulder" approach.



5° SYSTEMS

The assessment of automation tools to improve productivity & quality of processes, such as: **ERP, CRM, BI.**



1° AS IS

Refers to the mapping of existing processes in current state to identify areas of opportunity.



4° KPIs

Refers to the design & installation of performance metrics across operational areas of the organization.



3° RAPCC

Refers to the installation of risk detection & management system through out the operational areas of the organization.



2° TO BE

Refers to the optimal state, reached through the re-engineering & optimization of operational processes.



**DIAGRAM
OUR
METHOD**



OPERATIONAL EXCELLENCE



Model: OPERATIONAL EXCELLENCE

+productivity
-cost

DOCUMENT

With the optimized processes implemented, they are recorded in a living document, detailing all responsibilities, control mechanisms, required documents, etc.

AUDIT

To guarantee the correct adoption of changes made, we perform & audit the processes, some time after the conclusion of the project.

1 STEP 2 STEP 3 STEP 4 STEP 5 STEP

DIAGNOSE

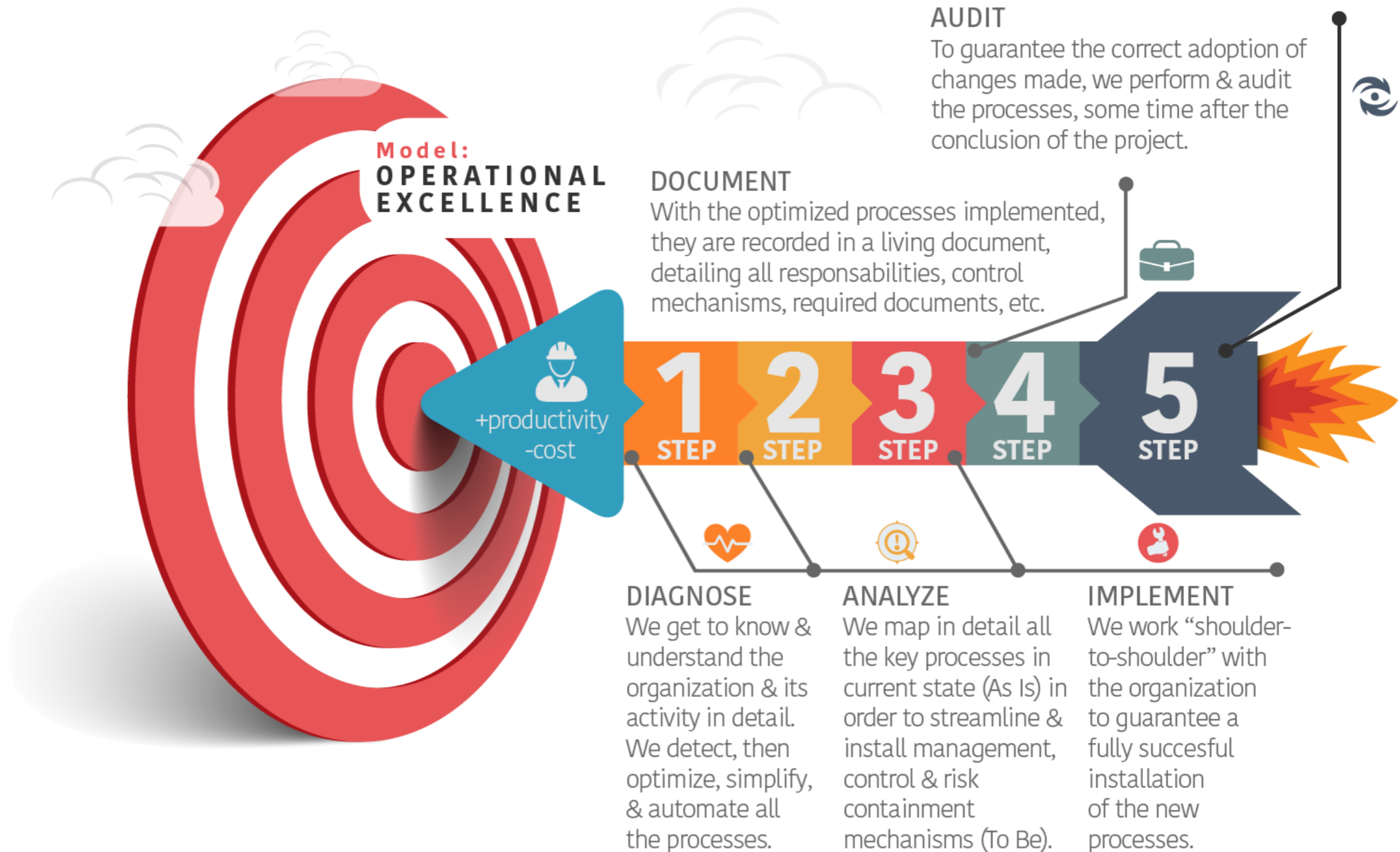
We get to know & understand the organization & its activity in detail. We detect, then optimize, simplify, & automate all the processes.

ANALYZE

We map in detail all the key processes in current state (As Is) in order to streamline & install management, control & risk containment mechanisms (To Be).

IMPLEMENT

We work "shoulder-to-shoulder" with the organization to guarantee a fully successful installation of the new processes.



RACCP MODEL



SOME CLIENTS



PROYECTO
ALIMENTICIO



DIGITAL STATE



“ Risk comes from not knowing what you are doing”
- Warren Buffet



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