

OperationsXL

Improving Our Clients Bottom Line

Using

Best Practice Processes and Best in Class Tools

OperationsXL

Who We Are:

- Manufacturing Engineers
- IT professionals
- Business Process Architecture team
- Dedicated Training/Teaching professionals

What We Do:

- Business Operations Assessment
- Productivity Software Selection
- Software Implementation

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Ken Smith – President

Ken is a Professional Engineer with over 30 years of Global Manufacturing Operations experience. Engagements include new factory build, disaster recovery and ERP implementation rescue

OperationsXL



Adrian Henriquez-Minda – Consultant

Adrian is a business analyst with 3 years of experience in manufacturing and service operations. A founding employee, Adrian has been instrumental in business process development, system documentation and user training.



Tyler Matteson – Software Architect

Tyler is a Software Architect with over 25 years of experience. His passion is ERPNext software architecture, programming in Python on the Frappe Framework.



Michael Binder – Software Developer

Michael is a software development professional with over 10 years of experience. Michael started his career as internal IT support for a manufacturer and is now designing and developing complete solutions in various platforms.



Mackenzie Smith – Manufacturing Engineer

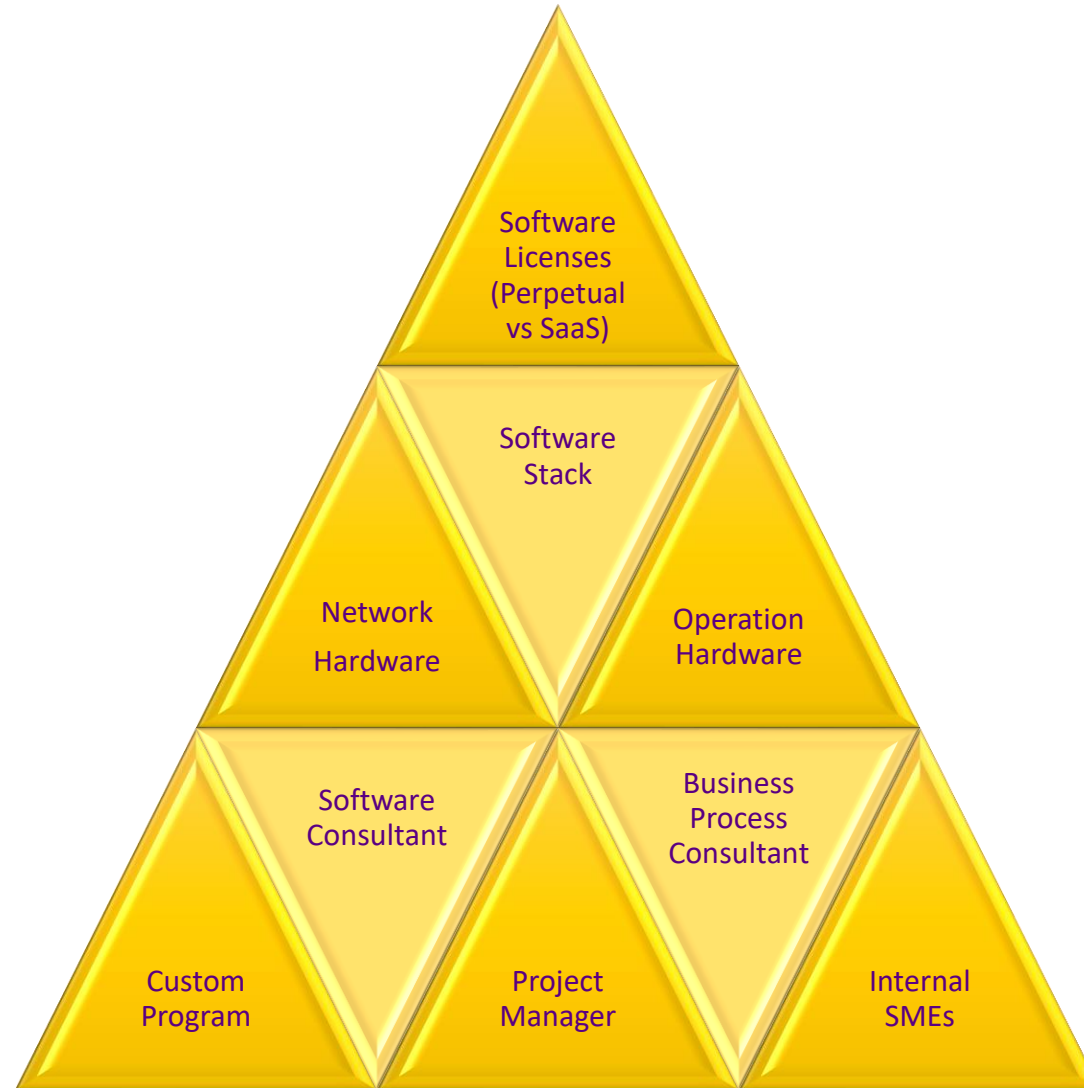
Mack is a Mechanical Engineer with 5 years of industrial operations experience. His specialty is manufacturing engineering and working with front line operators in factories for companies such as Toyota, Pratt and Whitney, Mitchell Plastics and DCL International.

Strategic Plan

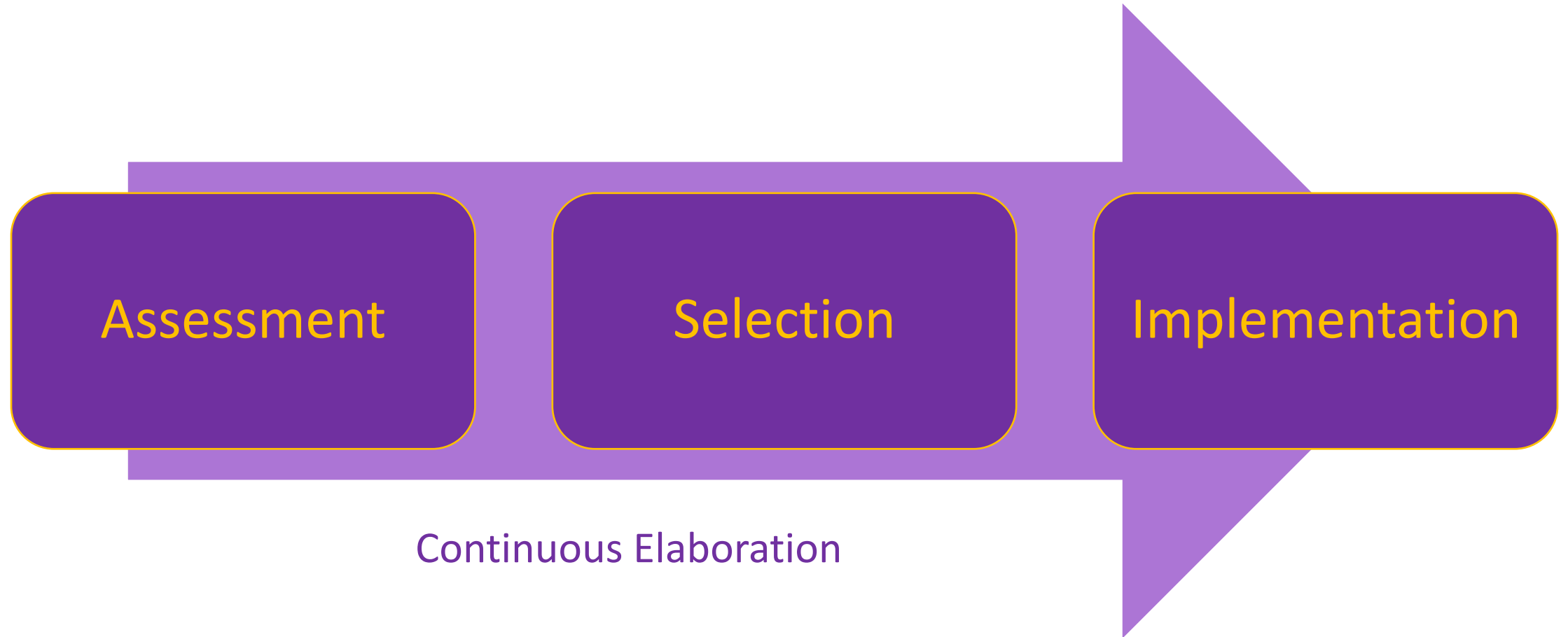
To help small companies in southern Ontario achieve operational excellence from both process and business software tool perspectives. Provide a highly skilled and diverse team to drive business optimization and increase net profitability.

We implement best practices and highest ROI tools to maximize the NetProfit of Entrepreneurial companies.

ERP Total Cost of Ownership



A Simple but Powerful Methodology

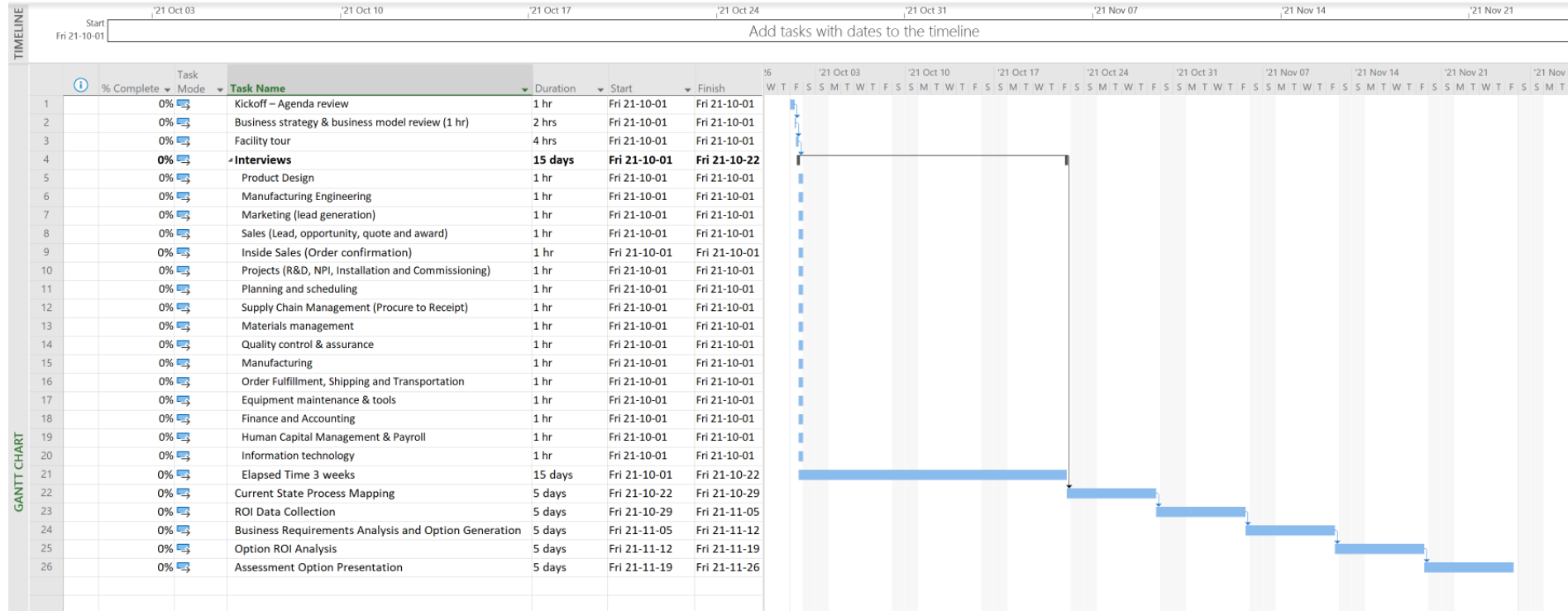


- We have a history of completing over 25 engagements per year

Assessment: What is included?



Assessment Plan



- 16 to 32 hours of interviews
- Elapsed time of 2 months

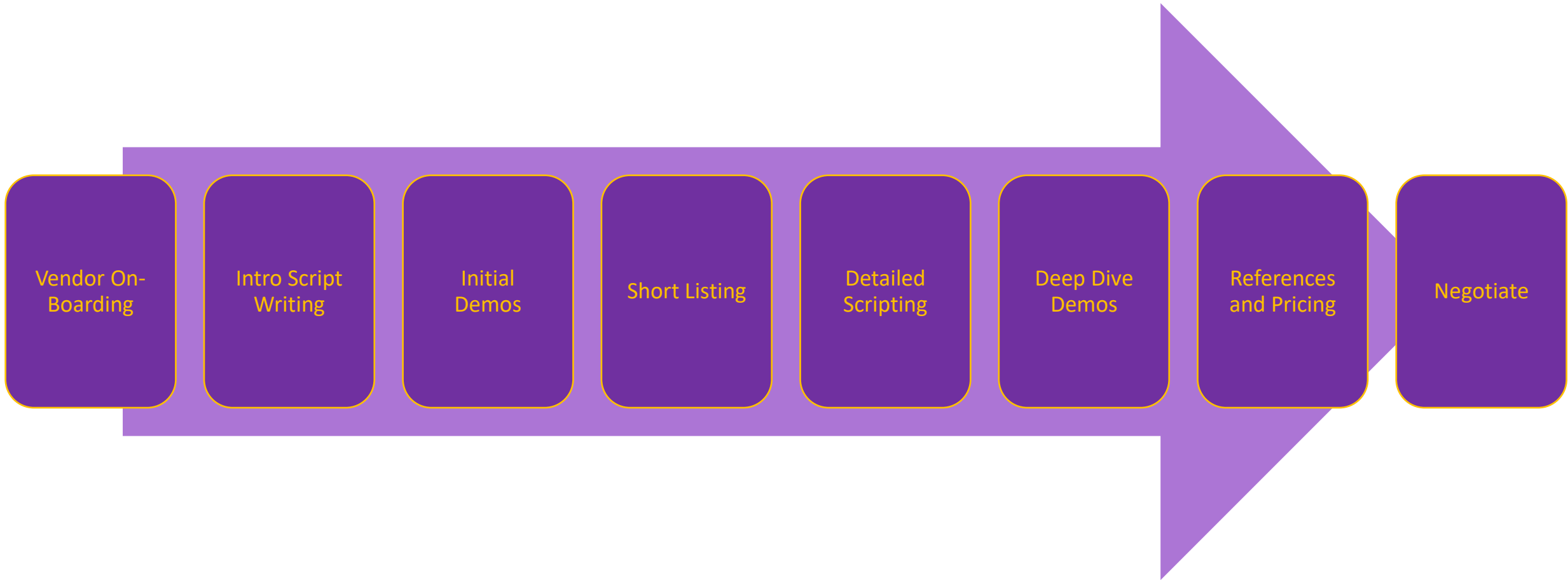
Assessment Report

- Overall business sizing and operations summary
- Business requirements for a complete digitization transformation
- Foundational project definition to re-align current processes to best practices
- High level business process flowchart
 - Overlay of software tools
- Current state and future state high level value stream maps
- Optional: Analysis of different solution options to achieve future state
- Optional: Total Cost of Ownership for each option
- Optional: Return on Investment analysis for each solution option

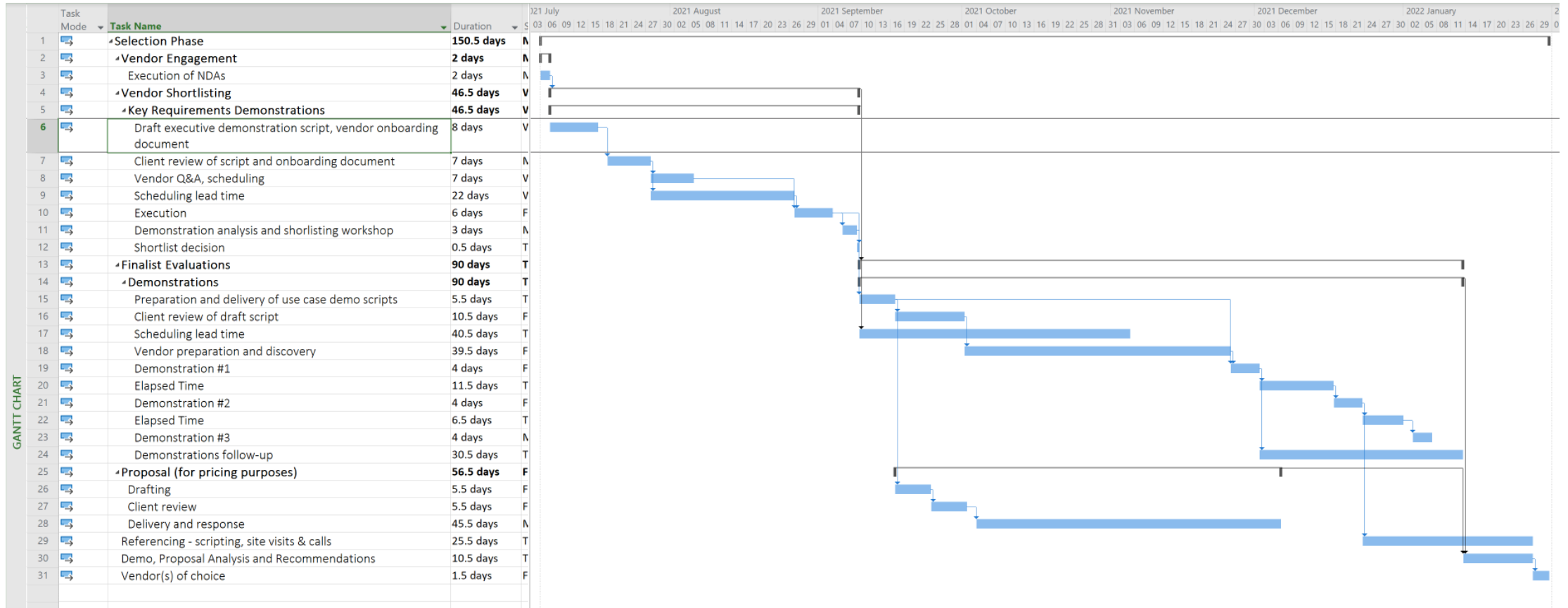
Assessment Phase Pricing Options

Business Assessment	Standard	Premium
Deliverables	✓	✓
Document Discovery	✓	✓
Interviews - Departmental	✓	
Interviews - Process		✓
Departmental Operations and requirements review	✓	
Business Process and requirements review		✓
Departmental Gap analysis and future-state functionality	✓	
Process Maps, Gap analysis and future-state architecture		✓
Options analysis & solution review	✓	✓
Plans, TCO	✓	✓
Business case & ROI	✓	✓
Assessment Report - Powerpoint	✓	✓
Assessment Report - Word		✓
Final presentation	✓	✓
PHASE PRICE (\$USD)	\$15,000.00	\$ 25,000.00

Selection: Finding the BEST Solution



Selection Plan



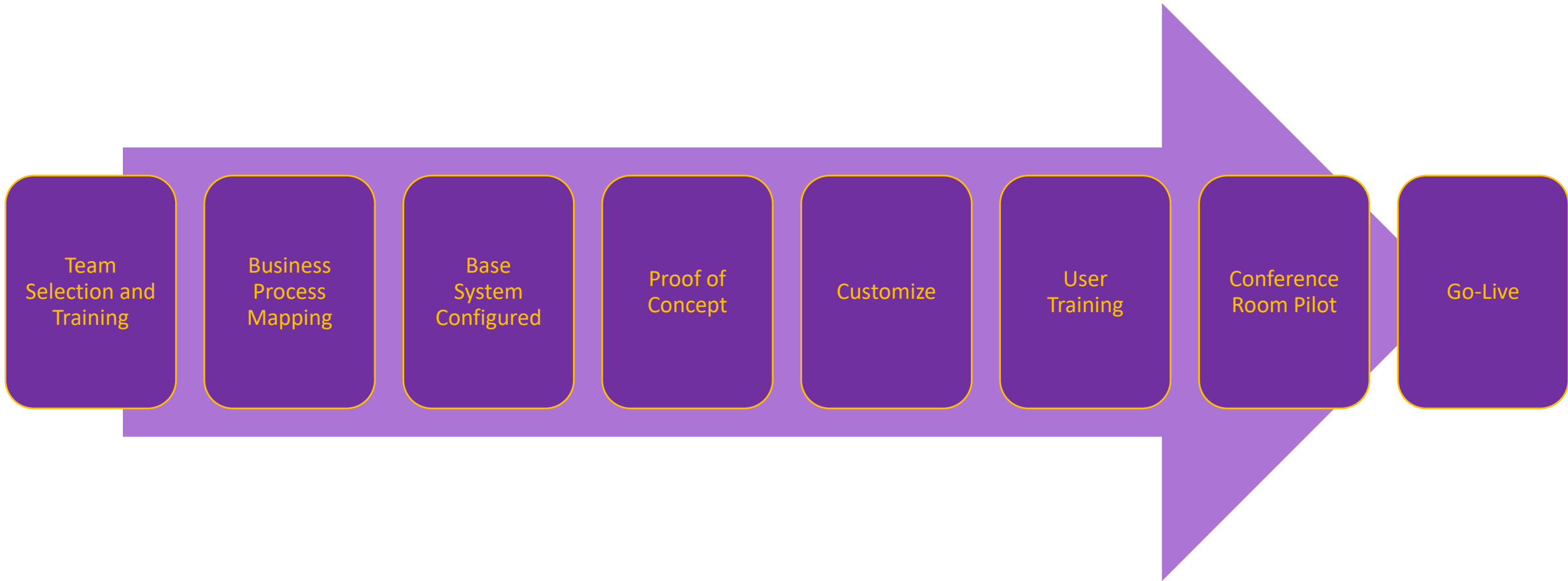
- Elapsed time is variable depending upon
 - Number of vendors reviewed
 - Vendor and staff work schedules

Software Selection Pricing Options

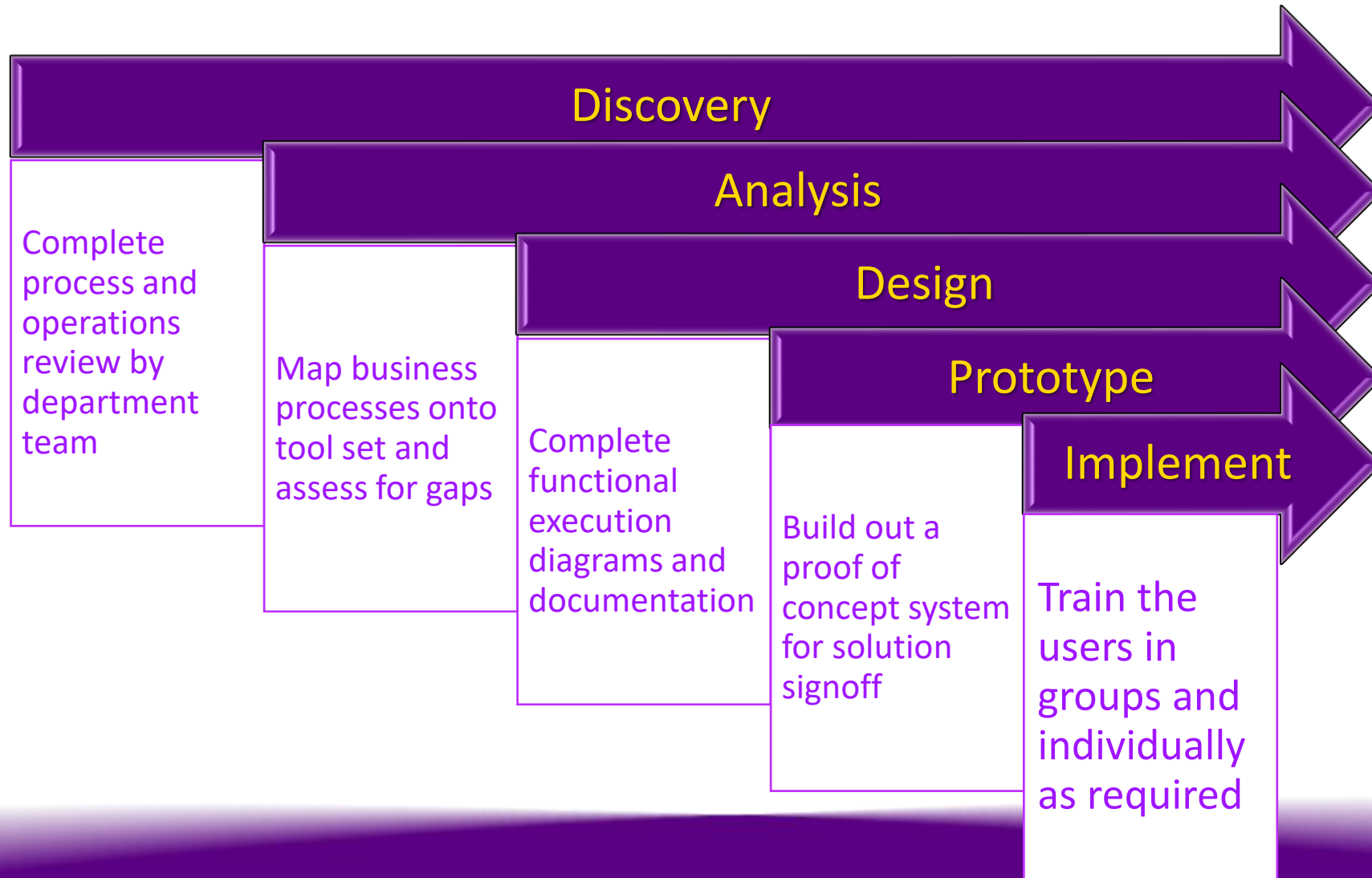
Software Selection	Standard	Premium
Deliverables	3 or 4 Vendors	5 to 7 Vendors
Vendor onboarding (MNDA & onboarding document generation)	✓	✓
Key for Success Demonstrations	✓	✓
Drafting of executive demonstration script	✓	✓
Demonstration scheduling, coordination	✓	✓
Demonstration management	✓	✓
Short List Evaluations	✓	✓
Drafting of demonstration script	✓	✓
Demonstration scheduling, coordination, knowledge transfer	✓	✓
Participation in vendor discovery	✓	✓
Demonstrations & follow-up	✓	✓
Reference scripting	✓	✓
Participation in reference calls/visits	✓	✓
RFP drafting and proposal analysis	✓	✓
Premier Vendor Implementation Analysis	✓	✓
PHASE TOTAL (TIME AND MATERIALS)	✓	✓
PHASE PRICE (\$USD)	\$17,500.00	\$ 26,000.00

Prior completion of an Assessment reduces cost by 20%

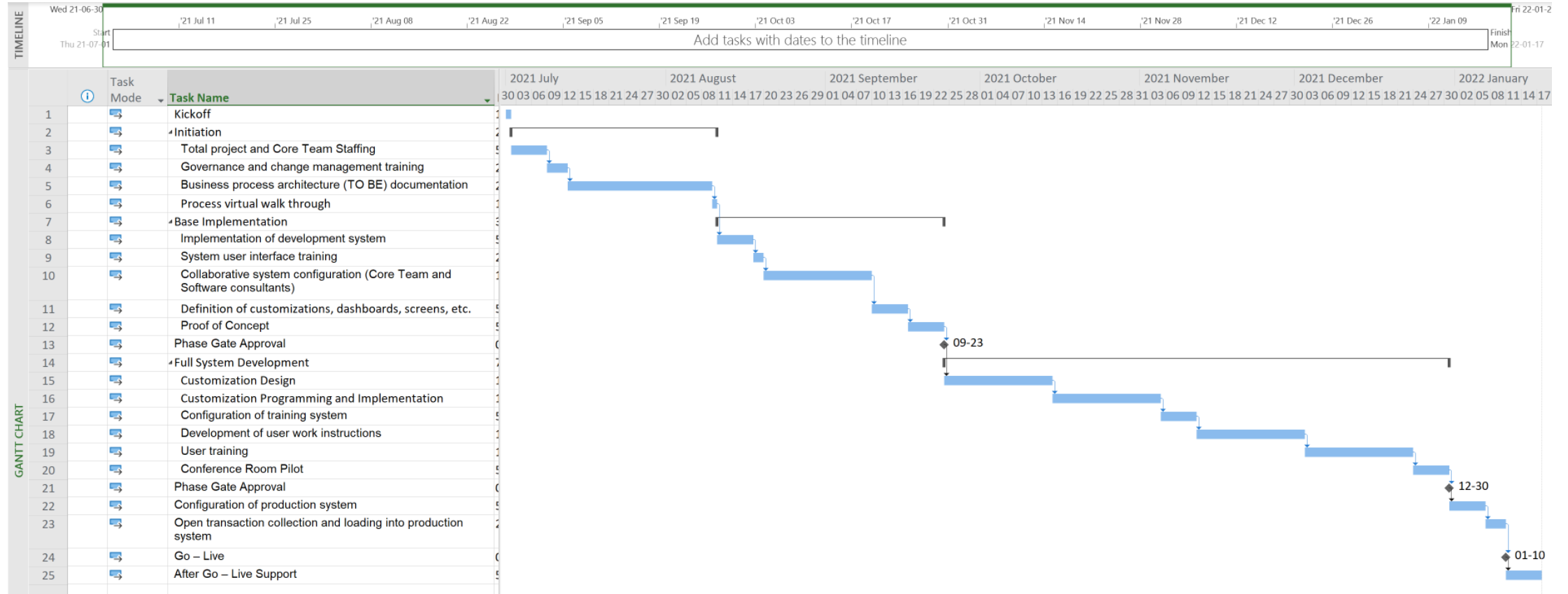
Flawless Implementation



Flawless Implementation



Implementation Plan



Implementation Budget

Activity	Activity	Low-End			High-End		
		Level 2 Consulting Days	Level 3 Consulting Days	Fees (\$CDN)	Level 2 Consulting Days	Level 3 Consulting Days	Fees (\$CDN)
	Kickoff	1	1	2,760	1.5	1.5	4,140
Initiation	Initiation	3.5	3.5	9,660	5.25	5.25	14,490
Business Process Architecture Training	Business Process Architecture Training	1	1	2,760	1	1	2,760
Process Flow Chart Training (42 flowcharts)	Process Flow Chart Training (42 flowcharts)	5	10	19,800	7.5	15	29,700
Static Data Training (80 loader tables)	Static Data Training (80 loader tables)	5	15	25,800	10	30	51,600
Operations Transaction Chart of Accounts Training	Operations Transaction Chart of Accounts Training	2	0	3,120	5	0	7,800
Business Process Architecture Pilot	Business Process Architecture Pilot	10	10	27,600	15	15	41,400
	Initiate hosting and build development system	1	0	1,560	1	0	1,560
	Proof of Concept Development without Extensions (base system)	1	5	7,560	1	10	13,560
	Proof of Concept Demonstration	1	1	2,760	1	1	2,760
	Phase Gate Approval	0	0	0	0	0	0
	Write ERPNext Work Instructions (100 documents)	5	15	25,800	10	30	51,600
Initiate Hosting of Training system	Initiate Hosting of Training system	1	0	1,560	1	0	1,560
Configure the Learning Management System	Configure the Learning Management System	1	5	7,560	2	10	15,120
Super User Training: Static Data Management	Super User Training: Static Data Management	10	10	27,600	20	20	55,200
Super User Training: Transaction Execution	Super User Training: Transaction Execution	10	20	39,600	20	40	79,200
Super User Training: Forms, Reports and Dashboards	Super User Training: Forms, Reports and Dashboards	0	10	12,000	0	20	24,000
	Development of system extensions	0	0	0	0	0	0
	Development of system integrations	0	0	0	0	0	0
	Development of system forms and reports	0	0	0	0	0	0
Conference Room Pilot	Conference Room Pilot	2	2	5,520	5	5	13,800
Phase Gate Approval	Phase Gate Approval	0	0	0	0	0	0
	Configuration of production system	5	5	13,800	7.5	7.5	20,700
	Open transaction collection and loading into production system	5	5	13,800	10	10	27,600
	Go – Live	0	0	0	0	0	0
After Go – Live Training Support	After Go – Live Training Support	5	5	13,800	7.5	7.5	20,700
	PROJECT TOTAL	74.5	123.5	264420	131.25	228.75	479250

- Training eligible task budget \$196, 380

- Lease to Own option from Top 5 bank

Next Steps

Customize an Assessment engagement

Enterprise Operations Hierarchy

