

# MERGERS AND ACQUISITIONS of Manufacturing Operations

Much needs to be considered when investors are evaluating major changes in their manufacturing operations. Every organization is different. The following are 4 of the many areas where FPS LLC can help.

**Tribal Knowledge** - In the last three years, we have been deep in converting tribal knowledge into meaningful digital data. It is not surprising to find manufacturers making versions of product decades newer than “current” drawings. Even more exciting, it is not unusual to find post WWII hand drawn sepias as most current. We have the capability in house to scan and convert to AutoCAD but such digital copies are not scalable. Paper / sepia does not hold dimensional accuracy. A lot of reverse engineering and patience can make a dramatic difference in the value of a manufacturing organization.

**Process Optimization** - Buyers of manufacturing operations have the primary goal of making a profit. In 2015 a Georgia janitorial chemical manufacturing firm was up for sale. To generate some serious activity, the owners contracted FPS LLC to do an optimization study. With the proposed re-organizational changes, we showed a significant reduction in operating costs. The well-known national firm was under contract within 30 days of our final presentation.

**Relocation** – The primary success measurement in relocating a manufacturer is the ability to maintain or exceed customer service expectations. For projects where FPS LLC had project management responsibilities, we hold a 97% on time under budget performance. This starts by clearly defining expectations.

**Consolidating Multiple Operations** – There are many critical pieces in consolidating multiple operations. The most important is communications with ALL stake holders and the ability to seriously listen. The former Director of Engineering for a DOD contract manufacturer describes our service as follows:

“In order to stay competitive in the global market and remain world class in safety, quality, delivery, and cost, (Client) envisioned a fundamental restructuring of our entire value stream - including the way we manufacture product. FPS flawlessly managed every aspect of our physical transformation from cradle to grave. Having the advantage of hindsight, I am convinced we would not have met our budget and cost targets without The FPS Group.”

We exist to serve you. Call us today.

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