



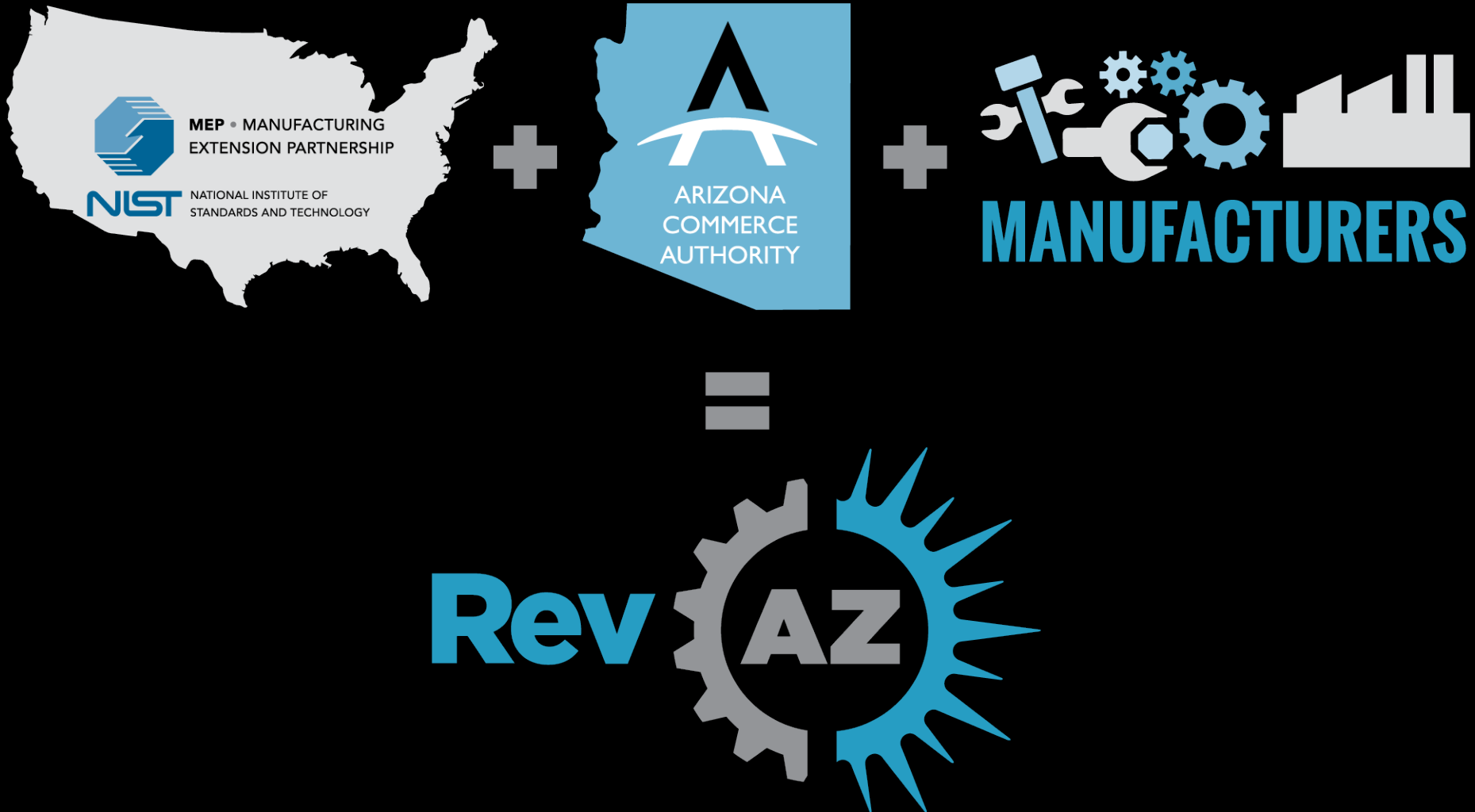
# MANUFACTURING A REVOLUTION

*A program of the*



ARIZONA  
COMMERCE  
AUTHORITY

# PARTNERSHIP THAT DELIVERS RESULTS



# **RICK HOWELL - BIO**

31 years- The Goodyear Tire & Rubber Company

11 years- Leadership Management Group, Inc.

2014- Arizona Commerce Authority, RevAZ

## **PEOPLE, PROCESSES, TECHNOLOGY**

\* Sales Revenue & Profit Growth \* Supplier Negotiations & Contracts \* Customer Strategies & Proposal Programs \* Continuous Improvement Processes \* Key Account & Channel CRM Systems \* New Distribution Development \* New Product Engineering & Development \* Inventory Control & Logistics Management \* Product, Branding & Channel Marketing \* Hi Performance Team Coaching, Training & Development \* Strategic Planning \* P & L Management

# WHAT WE DO

Help grow sales, eliminate waste, reduce cost, train, coach and develop a healthier culture.

Partner through assessment, development of a Road Map, “Match Making” with experts and support along the journey.

Help companies climb The Value Chain And Move Their Business Towards “Best Practices”

# DO ANY OF THESE KEEP YOU UP AT NIGHT?

Have a growth plan?

Business functions aligned?

Operating Systems connected?

Cost of goods too high?

Lead times too long?

Cash flow issues?

Difficulty finding materials & services locally?

Exporting or considering exporting?

# WE ARE DIFFERENT

- We bring broad and deep expertise
- We listen and analyze
- We recommend and tailor solutions
- We support and help execute
- We partner for the long haul

# REVAZ PROCESS

Meet, Greet &  
Tour

Formal  
Feedback &  
Ideas On Your  
Business

Discussion &  
Refinement

Engagement  
Agreement

- Assessment
- Training
- Guidance
- Metrics
- Match Making

RevAZ Helping Take Your Company To Next Level

# SAMPLE CLIENTS

Client Situation	Rev AZ Support
Doubling each year and outgrowing their computer system. RevAZ is vetting ERP / Mfg systems options	Sourcing an ERP System
Looking to add a warehouse, RevAZ found a way to optimize inventory	Value Stream Map
Rapidly growing company needs to implement a “safety program” and Rev AZ is sourcing and coaching them to execution	Sourced A High End Safety Group
Faced challenges sourcing a specific plating process. RevAZ was able to connect customer with a quality vendor to satisfy critical specifications.	Calling and Vetting Supplier
Primer Purchasing Team Wants To Rethink New Product Design and Automation	Sourcing Vendors & Systems
Was chasing many opportunities and not completing any, Rev AZ is working with them to integrate strategic planning into their business practices	Match Making With Group To Develop A Prioritized Strategy
Company Had A Management Change In The Machine Shop, Institutional Knowledge Left Output dropped	Revamping The Machine Shops including how vendors service the shop



What is your company doing for  
**MANUFACTURING MONTH** this year?

Organized through  
a partnership between



OCTOBER IS **MANUFACTURING MONTH** IN ARIZONA  
**DON'T MISS OUT!**

Student tours, open houses, events . . . all centered around  
celebrating manufacturing in Arizona.

To find out more visit  
[www.manufacturingrevolution.com](http://www.manufacturingrevolution.com)

