

## Whitehall Group, L.L.C. Operational Case Studies

- ***Plant/Facility Rationalization & Project Management-*** Engaged by a 200mm+ publicly held energy company to adjust their facility footprint. The project objective was to assist the client in implementing strategic initiatives and increasing efficiency within their corporate footprint to maximize efficiency and minimize costs
  - Spearheaded the analysis and recommendation phase of the project and remained engaged as the project manager to lead the company through the execution phase
  - Final project costs were less than half of original client estimates. Total project time was also 20% less than planned. As a result of this success the client re-engaged Whitehall to help manage their growing corporate footprint within Michigan
- ***Interim CFO & Daily Cash Management-*** Engaged and appointed interim divisional CFO in an operational and financial turnaround of a \$15 million automotive supplier. Services included:
  - Standardization of financial reporting to the corporate stakeholders CFO
  - Revised month-end close procedures
  - Trained existing plant controllers to move from cash-based accounting to accrual based (“GAAP”) accounting procedures
  - Managed cash on a daily basis including preparation and management of eight weeks cash flow projections
- ***Production Management & Manufacturing Engineering-*** Engaged a Whitehall team to transform a \$30M vehicle contract manufacturing company from prototype manufacturing methodology into a series production operation
  - In less than 45 days after Whitehall’s arrival, the vehicle’s Final Inspection Record expanded from approximately 100 items checked during the assembly process to over 200 items checked and verified
  - Concurrent with the manufacturing process controls, all components were checked to assure assembly to design specifications improving overall quality of delivered vehicles
  - The two up-fitters associated with the vehicle completion on client’s chassis went from having zero vehicles in their queue to 5+ vehicles in their queue at all times
  - Successfully completed vehicle delivery contract allowing the client to avoid major financial penalties
- ***Inventory Reduction & Visual Inventory Management-*** Engaged by a \$35M plastics company with a significant material planning and inventory control issue. The problem was a reactive state driving with an excess of unneeded stock and lack of required on-hand materials
  - Implemented a visual warehouse accountability system accompanied by a well documented material control plan
  - Client was not only able to reduce on hand inventory carried, but also saw improvements in machine efficiency, freeing up capacity and driving down direct and in-direct head count
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- ***Bank Refinance & Equipment Leasing-*** Engaged to produce two financial packages for clients pursuing additional funding
  - Assisted a \$20 million metal stamping facility in need of an equipment lease to continue an expansion effort in Alabama
  - Assisted a regional race track that was looking for an equity investor to refinance an extended debt position