



TRIVALENT
SOLUTIONS, INC.



Improving Processes. Enhancing Productivity. Increasing Profits.





Each and every day, your business balances two seemingly conflicting demands.

Keeping your balance between those two demands isn't just a worthy goal ...

Better Process, Greater Profits.

Each and every day, your business balances two seemingly conflicting demands.

On one side are your customers, who increasingly expect nothing less than razor-sharp performance, iron-clad deadlines and lightning-fast turnaround times.

On the other side is your profitability, which rests on the ability of your business to control costs, maintain efficiencies throughout the system and keep your customer base growing.

Keeping your balance between those two demands isn't just a worthy goal. It's the key to your competitive edge. But it's not as easy as it sounds.

Focused on day-to-day operations and individual department performance, businesses often don't have the time or the manpower to improve overall processes. But it's those processes, whether they're order-to-cash, plan-to-produce or raw materials-to-finished goods, that make the difference between a satisfied customer and higher profits — and lost opportunities.



It's the key to your competitive edge.

The Trivalent Difference.

That's where **Trivalent Solutions** comes in. An innovative industrial engineering-based process improvement firm, Trivalent Solutions brings you far more than one-size-fits-all solutions.

Instead, you'll discover a dynamic, forward-thinking partner, one dedicated exclusively to helping mid-size organizations reap the very real benefits of a process-driven approach. Located in Arlington Heights, Illinois, our business was built to service your business. From top to bottom, from our methodology to timely service offerings like process improvement and RFID implementation and integration, Trivalent Solutions exists to help your business tackle the new challenges and complexities that are part of the ongoing evolution in business.

You can look to Trivalent Solutions as an experienced partner exclusively dedicated to your business and the unique way you do business — a partner with the know-how, the foresight and the commitment to help a diverse, complex operation keep moving forward in a fast-changing business environment.

In short, we help you strike the perfect balance between meeting customer demands and boosting your profits.



At Trivalent Solutions, our success depends on your success.

The Recipe for Your Success.

At Trivalent Solutions, our success depends on your success. From start to finish, our exclusive objective is to design customized solutions that generate real results. It's that simple. And it's why you can count on our approach to ensure the success of our engagements.

It's not just our focus on process improvement that separates us from the pack. From our services to our methodologies, our approach brings you a host of other benefits, including those revealed below:



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From start to finish, our exclusive objective is to design customized solutions that generate real results. It's that simple.

- **Integrated service offerings** — Our solutions complement and build on one another, guaranteeing greater efficiencies and making the most of every dollar spent.
- **Seamless implementation** — Trivalent Solutions' seamless, big-picture approach works to integrate all your systems, from the front end to the back end, ensuring that the results you experience consistently meet or exceed your expectations.
- **Real-world experience** — Most of our consultants have served as executives and operations managers in manufacturing, distribution and service businesses, and bring you hands-on experience in the issues your operation faces every day. They combine that inside expertise with an outsider's objectivity, helping you identify the opportunities that others might miss.
- **Knowledge transfer** — Our goal is to create an environment of continuous, long-term improvement for every client. So we provide your team with the tools and skills to implement process-driven change throughout all areas of your organization, month after month, year after year.

- **A process-driven approach to service** — All our processes have been honed by time and tempered by discipline, ensuring consistent, real results.
- **Methodologies that deliver results** — All our services are backed by proven methodologies that deliver tangible, reproducible results every time.
- **Evolutionary, not revolutionary, change** — Our goal is not to overhaul your approach to business. Instead, we help refine your operations, making the most of systems and procedures already in place.
- **A focus on profit-and-loss issues** — At Trivalent Solutions, your bottom line is our bottom line. So our approach focuses squarely on those areas of your business with the greatest potential for improvement in terms of efficiency and profitability.

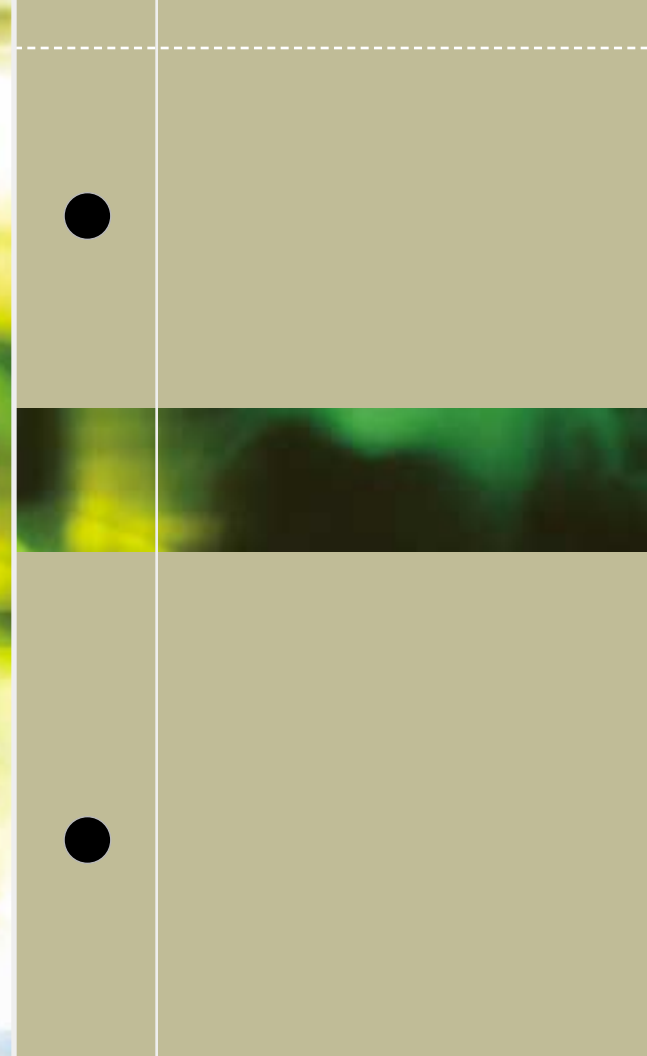




End-to-End Capabilities.

Trivalent Solutions' industrial engineering-focused capabilities are designed specifically to improve each of your company's three Ps — process, productivity and profits — and include:

- Process design, process improvement and process re-engineering
- Lean enterprise initiatives
- Continuous improvement training
- RFID implementation and integration
- Performance metric development, reporting and analysis
- ERP system selection and implementation
- Organizational effectiveness assessment and alignment
- Strategic planning
- Six Sigma initiatives
- Capacity planning
- Supply chain management initiatives
- Survey development, reporting and analysis
- Facility layout re-design
- Labor scheduling optimization
- Capital equipment justification and installation project management



A Seamless Suite of Solutions.

Our solutions, when used in sequence, follow the steps of the continuous improvement process — assess, relate, respond and execute. Designed to work together seamlessly, our solutions help you achieve the benefits of a process-driven organization in the most time- and cost-effective manner possible.

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P3 Assessments: Drawing the Roadmap to Success.

Trivalent Solutions' P3 (process, productivity and profits) assessments help you identify the most pressing issues impacting your organization today, and provide a detailed strategic plan to help you respond. Our three assessments are designed to answer two fundamental questions:

Is your leadership team in agreement about your organization's top priorities? Does your team have a game plan directing them to achieve those priorities?

Benefits

- Presents a timely, complete, and objective snapshot of your organization, empowering the business leader to respond to the highest impact issues
- Provides an opportunity for personal development by exposing business leaders to world-class organizational practices and behaviors
- Creates a performance standard against which future progress can be measured consistently
- Encourages consensus among team members about the top priorities of the organization and the action plan that will address those priorities
- Reduces frustration by facilitating truthful, honest discussion.
- Evaluates differences in the perception of the leader versus those of the management team
- Develops respect among management team members and board members for the complex, demanding role of the business leader
- Improves competence in the areas of management-team communication and action planning
- Opens the door for open, constructive cross-functional communication
- Clarifies responsibilities and accountability
- Provides team members with an opportunity to develop new skills important to organizational health and personal effectiveness.
- Cultivates ownership both of problems and solutions
- Establishes a context for why certain problems exist and how they are interconnected to deeper, core issues

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Process Improvements: A Big-Picture Approach for the Best Results.

The objective of our process improvement solutions is to enable you to realize productivity improvements in revenue, costs, quality and customer service through a process-driven approach to business. At Trivalent Solutions, we always make improvements within your existing process structure. We don't recommend radical redesigns that require significant investments in time, technology or training. We work with you to develop an efficient process within the boundaries of your business — your costs, your customer demands, your supplier requirements, your people. In short, we don't touch what's working and improve what is not.

Process improvement will position your company to focus on global optimization (process) instead of local optimization (departments or functions), helping make real improvements in the way you serve your customers.

Benefits

- Provides a framework for change management
- Enhanced profitability resulting from:
 - Improved Inventory turns
 - Improved labor productivity
 - Improved cycle times
 - Improved cash cycle times
- Improved customer service
- Creates a process-driven environment
- Continuous improvement tools knowledge transfer
- Eliminates non-value added activities
- Develops cross-functional team work
- Effective reallocation of assets

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Process Management: Put Our Expertise to Work for You.

Process management engagements allow you to put Trivalent Solutions' consultants to work for you, supplementing your existing resources and getting a knowledgeable professional right where you need one most. Whether we are helping you implement lean enterprise improvements or selecting an ERP package, process management engagements are a cost-effective way to get the resources and skills needed to make sure vital projects are completed on time and under budget. In the process, you can stay focused on what you do best — running your business and meeting the needs of your customers.

Benefits

- Gain expertise on an "as needed" basis
- Increased productivity (lean enterprise)
- Ensure timely completion of projects
- Ensure success of major projects
- Ensure that investment goals are met
- Gain third-party objectivity on major operational projects

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RFID: Making the Technology of Tomorrow Work for Your Business Today.

RFID, the technology of tomorrow, is here — today. In fact, over one billion tags are already in use worldwide, yielding benefits from livestock tracking to vehicle immobilization. And at Trivalent Solutions, we're ready to harness this emerging technology for your business. Our RFID solutions are designed expressly to help manufacturers, distributors and service organizations select, implement and integrate RFID into their supply chains — seamlessly and successfully.

Benefits

- RFID can obtain a further reduction in labor and human errors in certain applications.
- RFID can obtain additional process data automatically with read/write capabilities.
- Tags can capture and record every stage and event in their movement through a supply chain.
- Tags can be embedded and hidden with no need for line-of-sight. They can be read through wood, plastic, cardboard — any material except some metals.
- Tags may be re-programmed on-the-fly. Repainting of the data can occur to reflect physical changes in the product, process, or shipment.
- Tags are applicable even in harsh environments, such as outdoors, around chemicals, moisture and high temperatures.
- The technology offers faster read rates. Some fixed-position RFID readers can read multiple tags at once, up to 40 per second.



A View from Both Sides of the Table.

At Trivalent Solutions, you'll find a team of veteran professionals assembled specifically to bring you the best of both worlds: years of hands-on experience in the operational and financial issues you face every day combined with the outside objectivity that helps identify opportunities others might miss. In other words, our people have been where you are now, and where you want to be tomorrow.

It's that experience on both sides of the table that makes our team a powerful partner for your business. It also allows our consultants to take an active — not merely an advisory — role in your process improvement. By providing recommendations as well as execution, we help guarantee the success of your efforts while freeing you and your people to do what you do best.



Not Just a Promise — A Guarantee.

At Trivalent Solutions, we know the skepticism with which many companies view traditional consulting firms. In fact, we founded our firm on the idea that things should — and can — be different. Because we work with a proven methodology refined over many years and many projects, we're able to provide you with a not-to-exceed price for every engagement. It's just one way Trivalent Solutions works to eliminate risk from our consulting relationships. We also offer two other programs designed to guarantee that what you expect from us is what you get:

100% ROI Program

After an initial qualification process, we will determine if your process improvement or process management engagement qualifies for our 100% Return On Investment program. This program guarantees that you will achieve 100% ROI on your consulting investments within 12 months of the completion of the engagement or we will refund the portion of your fees that you have not realized in savings.

Gain Sharing Program

After an initial qualification process, we will determine if your process improvement or process management engagement qualifies for our Gain Sharing program. This program allows you to make a smaller up front investment, after which Trivalent Solutions will share the gains realized for six months after the completion of the engagement.



Serving a Broad Range of Businesses with a Broad Range of Experience.

At Trivalent Solutions, our consultants have been on your side of the table, tackling the real-world issues you face every day. Thanks to that hands-on expertise, we can tailor our solutions to meet the needs of a range of businesses working in a range of industries, including:

- Process Manufacturing
- Discrete Manufacturing
- Repetitive Manufacturing
- Job Shop Manufacturing
- Distribution
- Service
- Government



Improv



Profits.

> **Name Lastname**
Title



Let us Make You a Better Business.

Process, productivity and profits. They're what is behind everything we do here at Trivalent Solutions. So talk to our professionals today or visit our Web site, www.trivalentsolutions.com for more detailed information about our business and our solutions. You'll discover how our forward-thinking, process-driven solutions can position your business for success today, tomorrow and well into the future.



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Let us Make You a Better Business.

Process, productivity and profits. They're what is behind everything we do here at Trivalent Solutions. So talk to our professionals today or visit our Web site, www.trivalentsolutions.com for more detailed information about our business and our solutions. You'll discover how our forward-thinking, process-driven solutions can position your business for success today, tomorrow and well into the future.

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Remember the three Rs? They made you a better student.

Now, there are the “three Ps” — process, productivity, and profits. They’ll make you a better business.

At Trivalent Solutions, we bring the three Ps to bear on mid-sized enterprises just like yours, helping you realize the competitive and financial advantages of a process-driven approach. Get to know us, and discover innovative, data-based solutions that will transform your business into an efficient, customer-focused, best-in-class organization.

The transformation starts right now, right here. Welcome to Trivalent Solutions.

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