



MANUFACTURING A REVOLUTION

A program of the



PARTNERSHIP THAT DELIVERS RESULTS



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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 You
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

