

# Our Clients. And What They Say About Us.

Consulting

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# Arrive Better. Improve Your Business Before Relocating or Consolidating your Production Facility.

## Some of our many Clients

Accellent, Inc.  
Aerojet – General Corporation  
Aetna Inc.  
American Standard Inc.  
Ametek, Inc.  
AMR Corporation  
Andersen Corporation  
Argea, Inc.  
BASF Corporation  
Bayer Corporate & Business Services LLC  
Best Buy Co., Inc.  
Boston Scientific Corporation  
CDW Corporation  
Chrysler LLC  
Tyco International (US) Inc.  
CMO Taiwan  
Collins Industries, Inc.  
ConMed Linvatec  
Continental Automotive Systems  
Controles de Mexicali  
CSX Transportation Inc.  
Cummins Inc.  
Cytac Industries Inc.  
Eastman Chemical Company  
Eaton Corporation  
Ecolab, Inc.  
Electronic Data Systems Corporation  
Embarq Management Company  
Energizer Battery Manufacturing, Inc.  
Fairchild Semiconductor Corporation  
Florida Power & Light Energy, LLC  
Gexa Energy, L.P.  
Hexion Specialty Chemicals, Inc.  
HSBC Holdings plc  
Huber Engineered Woods LLC  
Ineos Olefins & Polymers USA  
Ingersoll-Rand Company Limited  
JohnsonDiversey Inc.  
Kimberly-Clark Corporation  
Lexmark International, Inc.  
Merck & Co., Inc.  
Mohawk Carpet Corporation  
New York Life Insurance Company  
Ocean Spray Cranberries, Inc.  
OneSteel Limited  
Oracle USA, Inc.  
Osram Sylvania Products Inc.  
PPG Industries, Inc.  
Reckitt Benckiser Inc.  
Rockwell Automation, Inc.  
Royal Dutch Shell plc  
SAS Institute Inc.  
SC&C – Europe  
Schneider Electric SA  
Seagate Technology, LLC  
Siemens Corporation  
Sun Chemical Corporation  
Trane Inc.  
TTM Technologies Inc.  
UAL Corporation  
W.R. Grace & Co.  
W.W. Grainger, Inc.  
Washington Headquarters Services

**SBTI has improved the critical processes for clients that generate \$237B in revenues, employ 973,159 workers worldwide and has deployed Lean and Six Sigma to more of the Fortune 1000 client companies than any other provider.**

*“SBTI has brought to Celanese a powerful, but easy-to-apply toolset in Lean Sigma. The SBTI approach not only enables our people to achieve sound operational and financial improvements on our processes, but generates excitement and ownership in them. This is a key success factor for sustainable results”*

**Antonio Rodriguez, Site Director, Cangrejera, Veracruz, Mexico  
Celanese Chemicals**

*“CSX and SBTI began a partnership in 2001 which has produced cumulative bottom line benefits in excess of \$600M. The partnership began by CSX adopting and implementing SBTI’s process playbook with the support of six experienced Master Black belts and project managers. Over time, SBTI has demonstrated the flexibility to meet CSX’s evolving needs as part of our drive to become the safest, most progressive North American railroad, relentless in the pursuit of customer and employee excellence.”*

**John Murphy, Assistant Vice President - Operations Process Excellence  
CSX Transportation**

*“We wanted to find someone world class to help us with every single one of our processes from raw materials all the way to R&D Design for Six Sigma processes and improve each one of them. The biggest impact from a strategic perspective has come from Design for Six Sigma. Short term, Six Sigma DMAIC has had the biggest impact on our bottom line. My mantra is “if you want to be world class find world class people to work with”. We wanted SBTI with us all along the way.”*

**Al Landers, Vice President Innovation and Technology  
J M Huber**



Before you change locations, change your business. We help move companies move through the change process.

## We Move Companies to a Better Place.

All logistics aside, when you are about to relocate or consolidate a production facility, you should take full advantage of the opportunity to improve your business. For you are not just packing your shop floor and offices. You are packing your supply chain, operations, transactions, engineering and design, quality issues and your customer relationships with all of your hardware.



Why would you want to pack all of your problems and bad habits, expecting things to be better on the other end? Records show that they will not be better, and, in fact, will probably be worse. Remember, you are creating a collision of processes and cultures, adding a large dose

of anxiety and a large price tag by combining several operations that will only result in creating more problems for your business.

## SBTI - A Proven Leader in Process Improvements

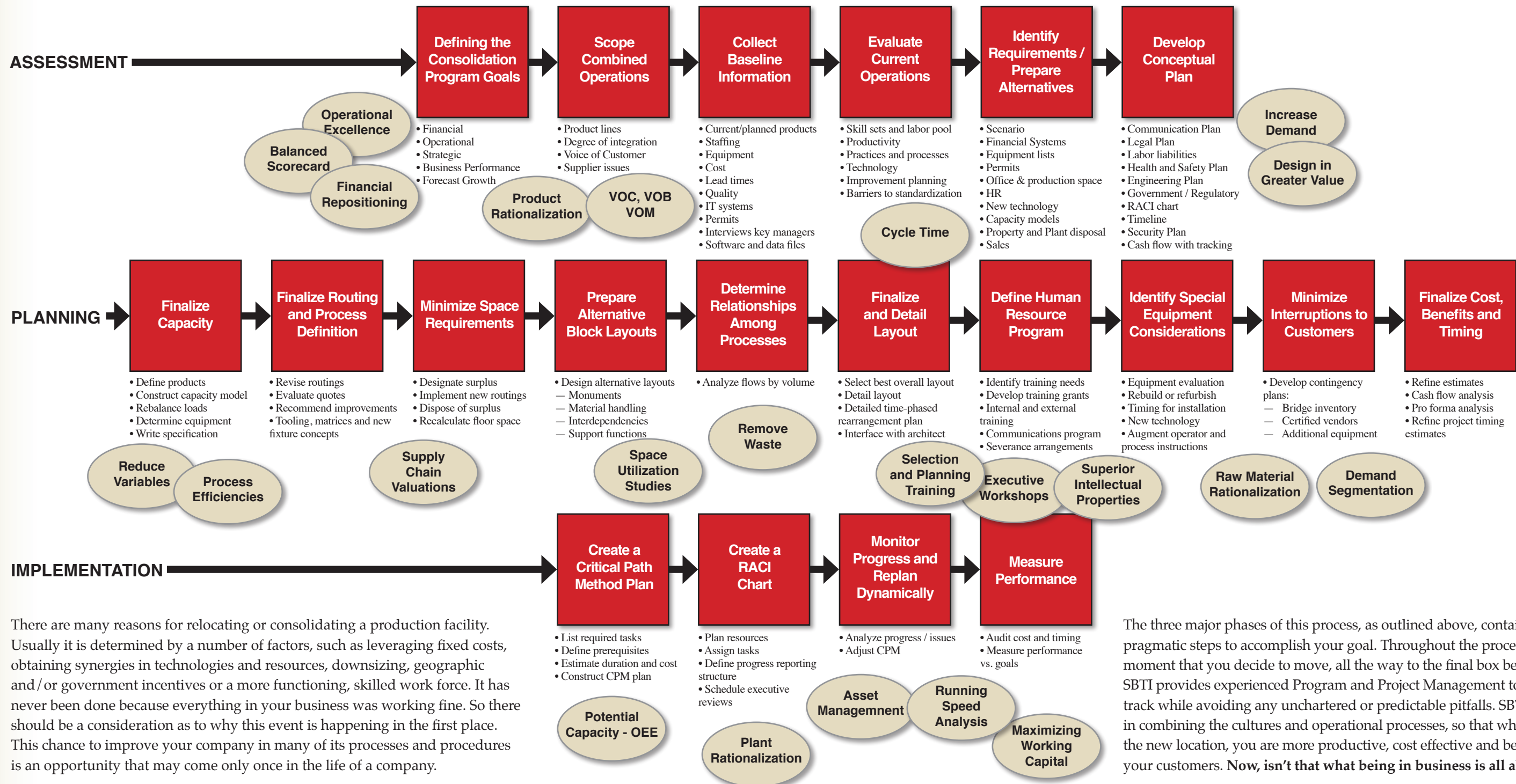
SBTI provides management consulting to companies in order to optimize business performance. By carefully identifying the value streams of the moving or merging companies, SBTI can indoctrinate proven improvement methodologies to repackage companies to improve many aspects of their business. SBTI delivers the best-in-class results in revenue growth, cost reduction, new product development and process improvement. Success in Lean or Six Sigma methods, as with any logistics involved in a relocation or consolidation effort, relies heavily on detailed planning. To assure a successful analysis of your company’s current situation, SBTI would deploy project management consultants with indepth Lean and Six Sigma transformational skills that have been in your situation before. They know what your are going through and will help you identify area of improvement that will deliver your company to a new level.

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# Providing an Over Arching Structure for Program Management, Adding Value at Every Step.



There are many reasons for relocating or consolidating a production facility. Usually it is determined by a number of factors, such as leveraging fixed costs, obtaining synergies in technologies and resources, downsizing, geographic and/or government incentives or a more functioning, skilled work force. It has never been done because everything in your business was working fine. So there should be a consideration as to why this event is happening in the first place. This chance to improve your company in many of its processes and procedures is an opportunity that may come only once in the life of a company.

The three major phases of this process, as outlined above, contain logical and pragmatic steps to accomplish your goal. Throughout the process, from the moment that you decide to move, all the way to the final box being emptied, SBTI provides experienced Program and Project Management to help you stay on track while avoiding any uncharted or predictable pitfalls. SBTI will assist you in combining the cultures and operational processes, so that when you do arrive at the new location, you are more productive, cost effective and better able to service your customers. **Now, isn't that what being in business is all about?**