Welcome to IX®
IMPLEMENTATION
ENGINEERS®
BEYOND CONSULTING

# It All Started in 1963 . . .

Our journey began in 1963 as Ingersoll Engineers, a subsidiary of Ingersoll Milling Machine Company, to support product installation globally. Ingersoll Engineers provided technical support along with industrial and production engineering expertise to install and integrate Ingersoll's large industrial equipment into existing and new manufacturing operations.

Over time, our technical and manufacturing process support services expanded to include all aspects of operations, including plant design, product design processes, Lean manufacturing, supply chain, quality, maintenance, people development, and Industry 4.0. Today, we continue to implement sustainable solutions across these areas.

# What is IX®?

IX® is Implementation Execution. It is our proprietary Implementation service offering that allows us to bring exceptional value to our clients.

**Crafted From Results**
IX® is the result of more than 60 years of our teams working with our clients to create sustainable results.

**Overcome Execution Barrier**
Implementation Engineers has 60 years of operational Implementation Execution experience
and a long history of helping clients realize transformational execution.

**We Partner With Your People**
Our proprietary Implementation process unlocks resident skills, experience, knowledge, and capabilities of your organization's people to achieve sustainable value.

**Client Knows the Gaps**
IX® is not consulting or advice based. Advice does not generate results. The difference is that our clients know what needs to be done. We work with business leaders who see operational gaps with meaningful value and our IX® services deliver that value.

# IX® Across Industries

Aerospace & Defense

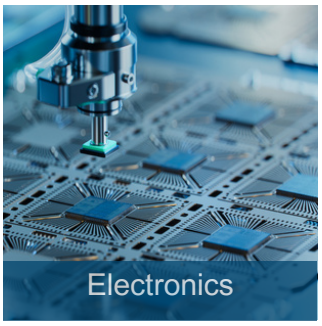
Automotive

Aviation MRO

Building Materials

Chemicals

Consumer Goods


Electronics

Food & Beverage

IE is not a consulting or advisory firm

We do not do Implementation Consulting

We do Implementation Execution. IX® has developed from over more than 60 years of our teams working with our customers to create sustainable results

Industrial Manufacturing

Life Sciences

Pulp & Paper

Metals

Mining

Oil & Gas

Private Equity

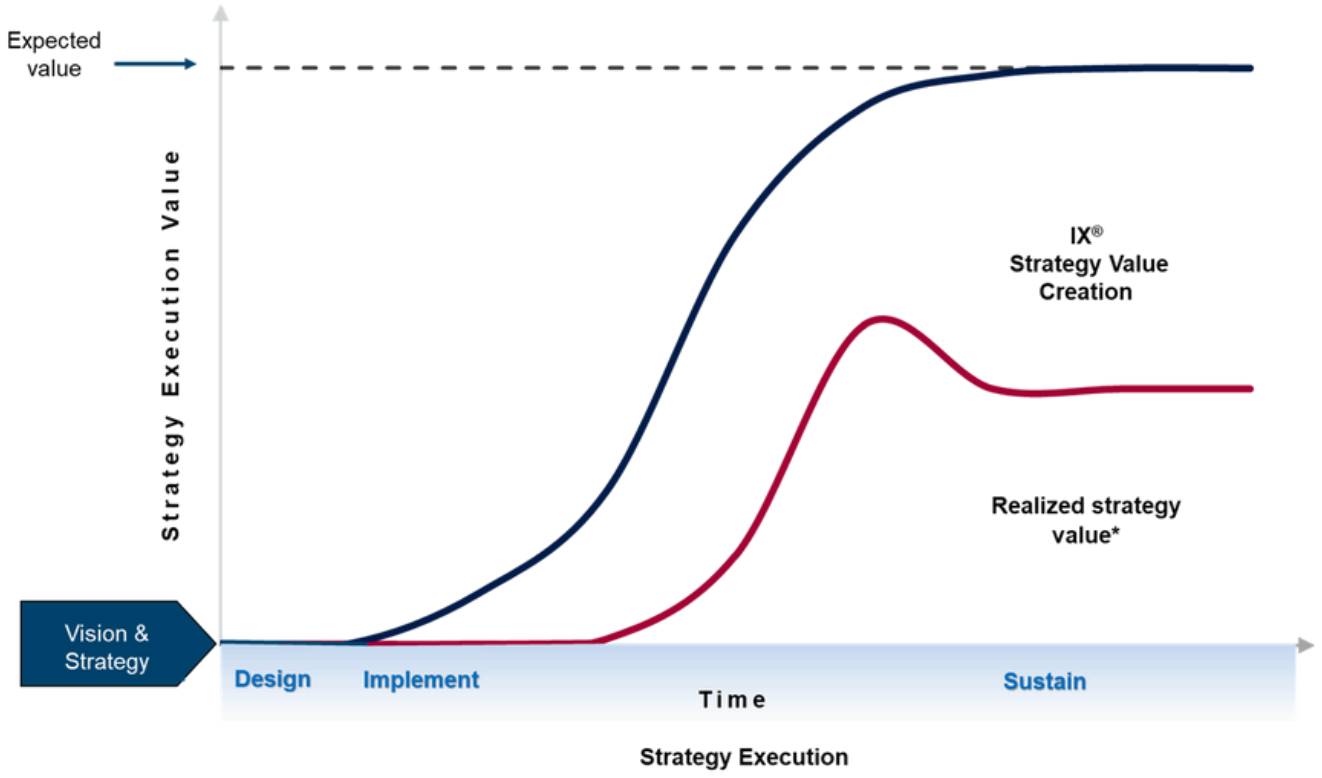
Transportation

# IX® Accelerates Vision & Strategy Value Creation

Implementation Engineers is not a consulting or advisory services firm. We are an Implementation Execution (IX®) services company dedicated to helping our clients accelerate value creation through the implementation of Vision and Strategy. Research has shown that a significant 90% of strategic initiatives fall short of achieving their intended value. At Implementation Engineers, we are here to assist leaders who recognize gaps in their implementation capabilities that are crucial for realizing the full potential of their business vision and strategy. By streamlining the strategy design process from months or years to mere weeks, we enable faster implementation. Our approach involves leveraging enCompass®, our structured, disciplined, and sustainable implementation methodology, to ensure successful implementation. Our core value proposition is centered around expediting the realization of Vision and Strategy, resulting in sustainable achievement of expected value.

## Our Value Proposition

Implementation Engineers reduces the time to enhanced EBITDA by leveraging our proven enCompass® implementation methodology to accelerate value creation.

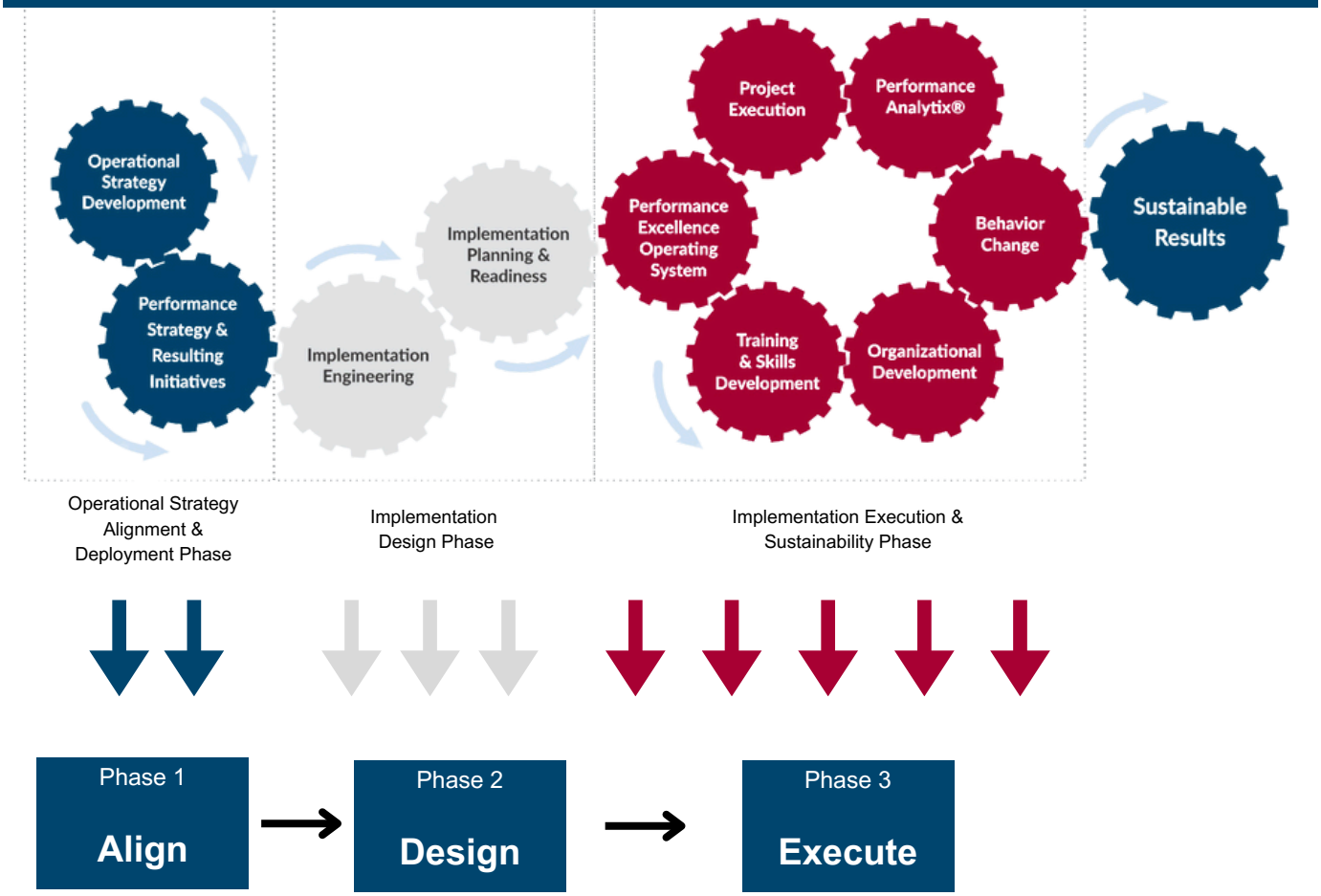



*Roughly 70% - 90% of companies don't realize the full value of their improvement initiatives and strategies (Source: Grok: McKinsey & Bain)

# IX® Supports Vision & Strategy Implementation at 3 Phases

While Implementation Engineers is not a strategy firm, we collaborate with leaders to enhance strategic thinking and assess the feasibility of implementing various strategies to achieve expected value. Our enCompass® framework offers a comprehensive Align-Design-Execute model to drive value realization. In contrast to traditional approaches, we advocate for a bottoms-up value creation process where each improvement is valued, and the collective impact of these solutions forms the expected value. Leveraging cutting-edge i4.0 principles throughout the value stream, we implement improvements and evaluate the necessary skills and behaviors essential for sustained value realization.

## enCompass® Implementation Framework




**Phase 1 Align** → **Phase 2 Design** → **Phase 3 Execute**

Facilitation of organizational understanding of Vision & Strategy for alignment & deployment and identification of operational value gaps

Implementation Design validates value gaps, determines tactical solutions and aligns the organization for implementation

Implementation Execution (IX®) applies tactical solutions to realize the Vision and Strategy and create sustainable value

# Align & Design Phases Happen Fast

Phase 1

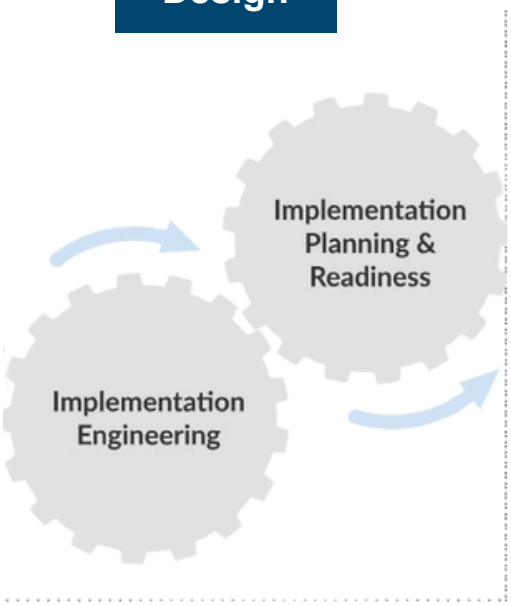
**Align**

When every person in a business understands the Vision & Strategy of the business and understands their role in making it happen - then good things can happen for the business. When there is misalignment, organizational energy is spent on things that may not create value. This phase of work ensures that all levels of the organization understand the journey and how they can contribute.

**IE works across the business value stream to align people to the value creation journey.**

Phase 2

**Design**

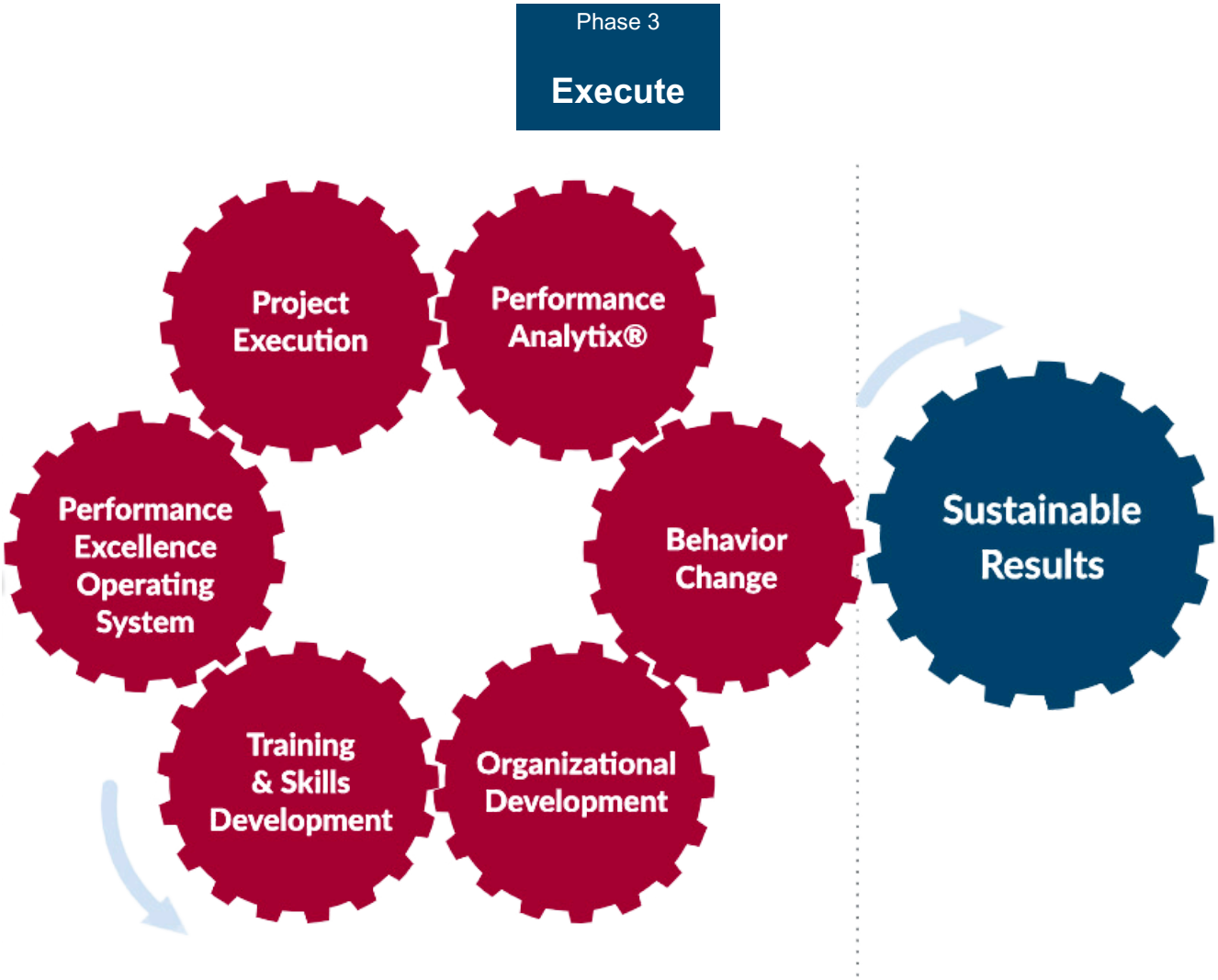



**IE Designs Strategic Solutions At Three Levels:**

- Transformational Strategies - IE designs value added solutions across the entire business value stream
- Functional & Cross-Functional Strategies - IE focuses on key functional areas to design value added solutions
- Focused Strategies - IE focuses on acute solutions within a functional area to solve complex problems hindering performance to accelerate bottom line results

**IE makes operational strategy granular so your people can see it, they know what it is worth, when it can be done and what their role is in getting strategy executed.**

# IX® Delivers Sustainable Results




These gears represent the heart of our IX® service offering. We leverage the resident knowledge, skills, capabilities and experience of your people to accelerate the implementation of the operational solutions identified across the value stream to create value. We execute the solutions, develop the organization, train and skill people, identify and measure key performance analytics, integrate solutions into your management operating system, and measure behavioral change to ensure sustainability.

**enCompass®, IE's proprietary implementation framework, creates complete transparency - there is no place to hide in terms of results.**

# IX® Makes Vision & Strategy Granular

Our Implementation Execution (IX®) service offering represents a groundbreaking paradigm for business leaders. Setting us apart from traditional consulting and advisory firms, we offer a distinctive, high-value approach. Rather than investing significant time in developing all-encompassing, complex solutions that necessitate widespread changes across the business value chain, we streamline implementation complexity by pinpointing the pivotal areas within your business value stream. These key solutions are the driving force behind value creation, as opposed to the multitude of less impactful solutions.

## Vision & Strategy

## IE implements value creation across the business

### Engineering

- Robust design
- Engineering change management
- Time to market
- Launch readiness

### Asset Footprint

- Plant layout
- Product line moves
- Consolidations
- Integrations

### Supply Chain

- Network optimization
- Sales, Inventory & Operation Planning (SIOP)
- ERP optimization
- Master data management
- Demand management & forecasting
- Capacity planning
- Supply chain process re-engineering
- Planning & scheduling
- Plan for Every Part (PFEP)
- Inventory optimization
- Warehouse flow
- Material shortage reduction
- Distribution logistics

### Operations

- Throughput
- Management Operating System
- Automation
- Inventory optimization
- Waste reduction
- OEE
- Asset footprint
- Big Data
- Line start & production ramp
- Material flow
- Training & skills development
- Cost reduction
- Capital projects
- Quality systems

### Maintenance & Reliability

- Asset management system development
- Maintenance work management
- CMMS master data management
- Operator driven reliability
- Reliability engineering
- MRO materials management
- Reliability Centered Maintenance (RCM)
- Failure Modes Effects Analysis (FMEA)
- Asset integrity diagnostics
- Mechanical integrity programs
- PM evaluation / optimization
- Condition Based Maintenance (CBM) / Predictive technologies
- Root cause analysis
- Asset criticality analysis
- Maintenance Management Operating Systems
- Asset Performance Excellence Organizational Effectiveness
- Shutdown / turnaround improvement

### Quality

- Zero defects
- Six Sigma
- Design of Experiments
- Scrap / rework
- RCCA / problem solving

### Warehouses & Distribution Centers

- Asset network
- Asset footprint
- Demand fulfillment
- Levels of automation
- Technology roadmap

### Organizational Effectiveness

- Strategic alignment
- Best-fit organizational analysis & design
- Levels of work & decision making
- Accountability mapping
- Working relationships
- Manpower planning
- Capability
- High performance behaviors
- Training & coaching
- Surveys
- Managing change

### Industry 4.0

- Factory 4.0 Design & Deployment
- Digital Maturity Assessment & Roadmap
- Performance Dashboards & Coaching
- Predictive & Prescriptive Analytics
- Data Collection & Machine Monitoring
- Digital Work Instructions
- Connected Worker Applications
- Automation Strategy & Management
- Cobot Design & Implementation
- Condition-Based Monitoring

### Management Operating System

- Short Interval Control / Plan-Do-Check-Act Cycles
- Meeting Effectiveness
- Uptime Improvement
- Turnover Resiliency
- Information-Driven Decision Making
- Improved Problem Solving
- Operator Accountability
- Proactive Supervisor Management
- Reduced Firefighting
- Visual Management
- Supervisor Effectiveness
- Change Management & Sustainability
- Workforce Training & Development
- Lean / Six Sigma / Problem Solving Training
- Cultural Enhancement

### Implementation University

- Problem solving
- Lean Six Sigma
- Roles & responsibilities
- Functional training
- Change management
- Business process training
- Organizational development
- Custom training

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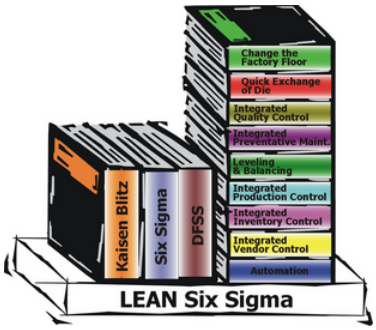
# Implementation University Trains and Skills Your People and Teaches Your Teams How to Fish

Implementation Engineers' Implementation University ensures your teams get the training and development while we provide IX® services to sustain all aspects of the work.

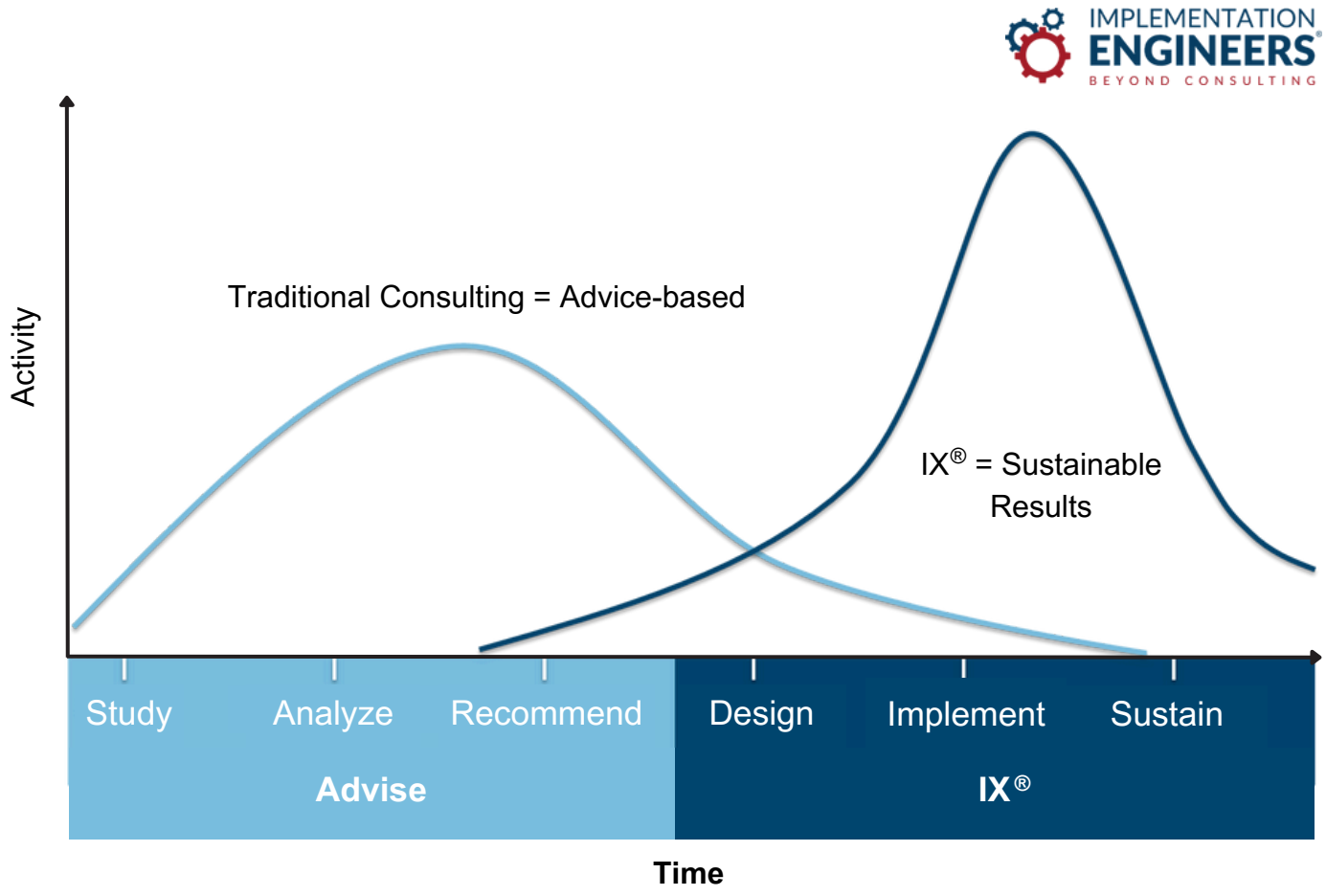
IX® unlocks your team's knowledge, skills, capabilities, and experience to:

- Solve challenging problems
- Understand and manage complex change
- Learn and apply problem-solving tools like Lean and Six Sigma
- Coach others to adapt to new ways of thinking and working



# IX® Is A New Service Paradigm For Value Creation

In summary, IE is not a consulting or advice service firm. We do not lay on the ground and look at the clouds in the sky to draw pictures of the perfect world. Instead, we are face down in the cactus working seamlessly with your people to get done what needs to be done to drive value creation. We accelerate the alignment of your people to focus on the hard work of executing the strategies that matter for your business. Some people believe that IE is a new professional service paradigm supporting organizations and leaders that don't need advice, just results. Finally, there is an Implementation Execution (IX®) services firm when you need one.




**Implementation Engineers works Beyond Consulting® to drive value creation.**

# Let's Turn Your Vision into Results

At Implementation Engineers, we don't just execute projects - we transform your vision into operational reality. Our proven 3-phase approach - **Align, Design, Execute** - delivers lasting value, from aligning your team on strategic goals to optimizing operations and driving measurable outcomes. Whether you're aiming to lead your market, boost efficiency, or maximize shareholder value, we're here to make it happen, step-by-step, side-by-side.

**Ready to Get Started?**

Let's explore how we can bring your vision to life. Contact us today to schedule a conversation. Together, we'll chart the path to your success.

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Learn More: www.implementation.com

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