



OpEx Solutions, Inc

P.O. Box 5663, Round Rock, TX 78683

512-551-8406 FAX: 512-410-7359

www.opexsolutions.org

✉ opexinfo@opexsolutions.org

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DESIGNATIONS: HUB, DBE, MBE, SBE, SCTRCA, 8(a)

CODING TAXONOMIES

| NAICS | NIGP | PSC | | |
|--------|---|------|------|------|
| 522320 | 918 (-12, -20, -21, -46, -70, -75, -83, -88, -90) | AJ15 | DJ01 | R420 |
| 541219 | | AK14 | DJ10 | R425 |
| 541330 | 9243559 | B505 | H169 | R429 |
| 541519 | | B506 | H270 | R499 |
| 541611 | 924 (-40, -60) | B513 | Q802 | R799 |
| 541614 | | B524 | R405 | U001 |
| 541618 | 925 (-53, -66, -92) | B544 | R406 | U004 |
| 541990 | | B550 | R408 | U009 |
| 561210 | | B552 | R410 | U010 |
| 561421 | | B554 | R412 | U099 |
| 611430 | | B599 | | |
| 621399 | | | | |
| 621999 | | | | |

CERTIFICATIONS

TCEQ Approved Training Provider



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RELEVANT PAST PERFORMANCE

| | |
|-------------------|-----------------------------|
| Alcoa | Strategy Execution Planning |
| Austin Water | TPM & Asset Reliability |
| Austin Public Wks | Visual Department Dashboard |
| DJO Surgical | TPM Training & Program |
| DuPont | Transformation Training |
| Entegris | Leadership Training |
| HID Global | Data Cleanup |
| LAARNG | Med. Support Svcs. (541611) |
| Lamons | S&OP & Process Improvement |
| Maxwell Air Base | Process Improvement |
| NOV | Lean 5S |
| PEMEX | Business Plan Deployment |
| Schlumberger | Process Improvement |
| TNARNG | Med. Case Mgt. (541611) |
| Toppan | Unleashing Hidden Capacity |
| Veeco | Material Flow Improvement |

CAPABILITY STATEMENT

OpEx Solutions, Inc. (OSI) helps identify strategic areas for improvement to assist organizations in rapidly obtaining significant revenue, margins, and productivity gains without capital expenditures through high-value, low-cost solutions. OSI's highly qualified associates typically have graduate degrees with a minimum of twenty years of proven experience, covering a wide range of industries, operational excellence tools, and functions.

CORE COMPETENCIES

| | Executive Coaching | Consulting Workshops Project/Prog. Mgt. | Training |
|-----------------------------------|---|--|--------------------------------|
| Strategic Planning | Portfolio, Goals & Targets, & M&A | Capability & Capacity Analysis | Enterprise Transformation |
| Strategy Execution | Deployment, A3 & X-Matrix | Cascaded Visual Mgt. & Metrics | Strategic Metrics for Leaders |
| Management System | Mgt. System Analysis & Target State | Problem & Constraint Elimination | Integrated Management System |
| Product Development | Product Strategy & Product Management | Product Development Process | Product Development Excellence |
| Program/Project Mgt. | PMO & PM Portfolio Analysis | Program & Project Mgt. | PMP Prep |
| Medical Support Svcs. | Strategic Alignment of Services & Metrics | Case Mgt. Processes & Workflows | Skills Matrix & Enhancement |
| Operational System | Operations System Analysis | Quality, Process & System Improvement | Advanced Process Excellence |
| Asset Management | Asset Management Optimization Strategy | TPM/AM & Rapid Changeover | TPM & Asset Reliability |
| Supply Chain | SC Strategic Planning & Execution | System Review & Risk Management | Supply Chain Excellence |
| Analytics & Simulation | Optimization, Strategic Execution | Analytics, Modeling & Simulation | Modeling & Simulation |
| Service | Service & Parts Strategy & Design | Service & Service Parts Management | |
| Facilities | Facilities Optimization Strategy | Facility Layout & Warehouse Mgt. | |

PROCESS IMPROVEMENT & INDUSTRIAL ENGINEERING STRENGTHS

- Six Sigma
- Lean
- Theory of Constraints
- Leadership Coaching (DiSC)
- Total Productive Maintenance (TPM)
- Business Process Reengineering
- Sales & Operations Planning (S&OP)
- System Assessments

DIFFERENTIATORS

- Shortest & least disruptive path to operational excellence
- Self-funding with a very short payback period
- Twice the results with half the effort
- Coach all levels of the organization
- Current with latest methods & techniques
- Comprehensive operational excellence offerings

CONSISTENT & SUSTAINED EXCEPTIONAL PERFORMANCE STATEMENTS

OpEx Solutions, Inc. (OSI) has enabled consistent and sustained exceptional performance providing services to varied organizations including federal, state, and local governments and private industry. The following are a few noteworthy examples of our accomplishments:

FEDERAL CONTRACTS

- ◆ TN Army National Guard Medical Readiness Support Services: CPAR 2020 — Exceptional
- ◆ TN Army National Guard Medical Readiness Support Services: CPAR 2021 — Very Good
- ◆ Cyber Defenses: 3 years of Strategic Process Improvement Coaching as subcontractor for contract at Maxwell AFB — *“OpEx helped optimize critical personnel to alleviate shortage of IT resources with Top Secret clearance.”*
Randall Casey, Founder

STATE & LOCAL GOVERNMENT CONTRACTS

- ◆ City of Austin (TX) Water Utility: 8 years of TPM Program Coaching — *“AW had a failed attempt at TPM & Lean with another vendor prior to engaging with OSI. Original assumption from AW was that getting government employee engagement was almost impossible. OSI worked with different teams to identify and focus on each teams’ pain-points and demonstrating dramatic contrast between current and target work environment, to earn their engagement and ownership which led to increased pride in their work. Apart from coaching and facilitating the Steering Committee and Core Team, OSI coached about twenty operational teams helping them on their TPM journey from Level 1 toward TPM Level 3. This guided approach provided for open communications and follow up on performance measures.”*
Jane Burazer, Assistant Director, Retired
- ◆ City of Austin (TX) , Public Works Department: 6 years of Strategic Process Improvement and Visual Management Leadership Coaching — *“I have found OpEx to be an organization that operates at the highest level professionally. They conduct their business with integrity, and deliver outstanding services to my department. I can count on them to meet or exceed my expectations each and every time. OpEx has been excellent at understanding the importance of managing budget and cost for their services. They have consistently delivered within budget, and often find cost-saving opportunities. They work hard through the duration of the projects to assess and assure alignment with our needs.”*
Steve Peshorn, Divisional Manager, Quality Management Division

PRIVATE INDUSTRY CONSULTING & LEADERSHIP SUPPORT SERVICES

- ◆ Lamons Gasket Company: 2 years of Improving On-time Shipment Performance through Sales and Operations Planning and Visual Management — *“OpEx Solutions was very good at customizing solutions to suit our needs. OpEx developed a customized sales and operations planning model that enabled us to improve our material availability and on-time shipment.”*
Marc Roberts, CEO
- ◆ Axion (and 3 subsidiaries): 1 year of Strategic Planning and Operations Improvement — *“OpEx helped us reduce 28 initiatives to 12 enabling alignment with corporate directives. OpEx then helped us develop the leadership strategy execution plan and improve process performance by enhancing process visibility and problem solving. On-time delivery and costs improved by 20%, within a very short period of time with no added resources or capital expenditure.”*
David Content, President
- ◆ Omron Oilfield & Marine: 2 years of Process Analysis and Productivity Improvement Coaching and Facilitation for multiple projects at two of Omron’s facilities — *“Productivity was almost doubled by improving the cell with point of use inventory, work balancing and improvement of activities and by improving the work-place organization. A major bottleneck was alleviated using extensive statistical analysis on the process and measurement system. The engineering process analysis shortened the lead time by around 30% and improved first-time quality as well.”*
Richard Ray, Director of Operations
- ◆ Moloney Electric: 2 years of Lean Manufacturing Coaching to Improve Productivity — *“We were on a Lean journey for 5 years to improve productivity but didn’t make any improvement until we worked with OpEx. OpEx helped us double our output primarily by undoing some parts of our prior Lean implementation. OpEx has a very practical approach to Lean.”*
Mark Stillman, Director of Operations