



OpEx Solutions, Inc

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

CODING TAXONOMIES

NAICS		PSC		
333998	561330	AK14	DJ01	R420
335999	561421	B505	DJ10	R425
518210	561499	B506	H169	R429
522320	611430	B513	H270	R499
532420	621399	B524	Q802	R799
541219	621999	B544	R405	U001
541330	621330	B550	R406	U004
541519	621420	B552	R408	U009
541611	813110	B554	R410	U010
541614		B599	R412	U099
541618				
541715				
541990				
561110				
561210				
561311				
NIGP				
918 (-12, -20, -21, -46, -70, -75, -83, -88, -90)				
924 (-40, -60)				
925 (-53, -66, -92)				

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)
TNGEEP	Career Counsel. (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 provided 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
- ◆ TN Army National Guard Medical Readiness Support Services: CPAR 2022 — Exceptional & Very Good
- ◆ TN Army National Guard Medical Readiness Support Services: CPAR 2023 — Exceptional & Very Good
- ◆ TN Guard Employment Enhancement Program — 2024 Sole Source Award
- ◆ 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 Penshorn, Divisional Manager, Quality Management Division

PRIVATE INDUSTRY CONSULTING & LEADERSHIP SUPPORT SERVICES

- ◆ Veeco Systems, Inc.: 6 months of Process Improvement Facilitation and Coaching
— *“With a one-week material-flow process improvement workshop OSI helped Veeco achieve 100% on-time shipment resulting in doubling the output without added resources or capital expenditure.”*
- ◆ 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.”*
- ◆ 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.”*

John Tobin, Sr. Production Manager

Marc Roberts, CEO

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