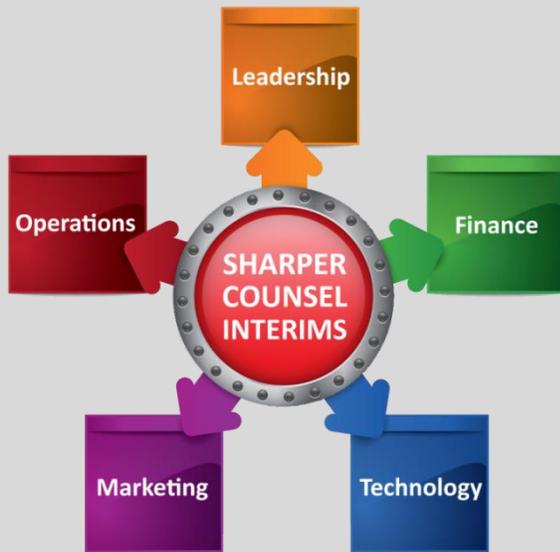


SHARPER COUNSEL INTERIMS



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INTERIM EXECUTIVE LEADERSHIP:

On-demand executive resources that bring specific expertise to bear to solve sticky problems in your business.

SHARPER COUNSEL INTERIMS

has access to dozens of talented executives that have years of experience solving real-world business issues. We are able to provide resources in fractional or full-time positions on a temporary basis and can tailor multi-disciplinary teams to meet your needs and situation.

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San Diego California

Operations

Sharper Counsel Interims provides operations support to your organization in two ways.

As a provider of interim executive leadership, we help you identify and fill holes in your team with full-time or part-time temporary operations executives. These executives are vetted against the highest standards and with their in-depth experience, can hit the ground running with little or no onboarding time.

Our operations executives have a variety of skills including manufacturing, distribution, quality, customer support, cost reduction, procurement, and in/out sourcing.

A second vector for leadership support is by improving the success of the management team already in place in your organization.

Sharper Counsel Interims executives partner with your operations staff to provide consulting support in a variety of ways, whether that be capability assessments and improvement recommendations, advisory oversight, or strategic project management.

When facing challenges with the operational aspects of your business, putting another set of eyes on the situation is a wise move and Sharper Counsel Interims is a great partner.

Operations Case Study

Music company survives a supply chain failure and fight its way back to market leadership.

Challenge

A music equipment company in Washington State owned a number of famous brands and had been growing the portfolio through acquisitions funded by their private equity owner. One year, right before the height of the holiday selling season, they received notification from their primary manufacturing partner overseas that the company had declared bankruptcy and they had halted production on three hundred and fifty SKUs that entailed 40% of the company's revenue. Additionally, the management team had removed all the music company's assets (tooling, production equipment, components, WIP, FGI, etc.), relocated them to another facility and for "a couple of million dollars" they would re-start production.

Solution

The resolution to this supply chain disaster came in four phases. The first step was to immediately engage the renegade management team to negotiate for the return of the part tooling. While these negotiations unfolded, the stateside product managers performed a SKU-by-SKU analysis to prioritize all three hundred and fifty products based on revenue /profit . When the supplier negotiations failed, decisions were made to rebuild the supply engine for one hundred and fifty of the highest value products and to obsolete the remaining ones. A team of experienced program managers were assembled and each handed between ten and fifty of the products to re-document, re-tool, re-source, re-qualify, re-ramp and re-launch on an ASAP basis into eight different manufacturing locations around the world. Since these products typically have up to a twenty-four month development cycle, the final solution piece was to focus on inventory in-house to drive near-term revenue through aggressive sales and creative deals and discounts.

Results

After twelve months the rebuilt supply chain began to produce the missing SKU's and by eighteen months, all one hundred and fifty products had become available for sale again. There were layoffs along the way to survive the instantaneous 40% revenue reduction, and maybe fifty trips overseas to complete all of the redevelopment activity. New management tools were invented to track progress and sustain weekly reporting to the private equity owners. The bottom line today is that the company is still in business and continues to maintain its leadership position that was regained in spite of the disastrous set of events and is healthier now from a financial perspective than it was before all the excitement began.



Leadership

Sharper Counsel Interims provides leadership support to your organization across a variety of disciplines important to business success.

C-Suite
Operations
Finance
Marketing
Technology

We can fill holes in your organization chart, partner with your existing team and execute strategic projects. Each engagement provides access to deep experience and new insights.

Marketing

Sharper Counsel Interims provides marketing support to your organization by providing strategic overview and executing campaigns.

Business Strategy
Customer Experience
Digital/Traditional
Partner Management
Communications

Our marketing executives have worked in a variety of industries and company sizes. Domestic and international challenges will be met with experience and enthusiasm.

Finance

Sharper Counsel Interims can provide new financial experience to your business and can hit the ground running across broad issues.

Corporate Governance
GAAP Accounting,
Planning and Reporting
Capital Management
M&A and Restructuring

We can fill a need in your organization with the exact talent required to not only crush the problem at hand, but provide insight and expertise across the entire finance function

Technology

Sharper Counsel Interims provides you support by helping you architect your IT solutions and addressing ongoing operations.

IT Systems Selection
Security and Compliance
Big Data Analytics
Business Intelligence
ERP/Cloud Implementations

Our experienced technology executives can advise, drive large complex projects, and can also roll up their sleeves and provide real-time management on critical business issues.

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Additional Resources



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