



VM3 Consulting Corporation

Procurement & Finance Support

Preparing for Detroit's Growth

**CREATE
VALUE AND
PROFIT WILL
FOLLOW**



VM3 Consulting Corporation
Procurement & Finance Support

About VM3

A Strategic Management Consulting firm

VM3 leverages over 30 combined years of mixed industry Fortune 100 corporate capital procurement and finance experience to become trusted advisors within the heart our client's organizations in order to drive topline revenue growth.

VM3's core focus is to facilitate development of local and minority businesses strategically positioning them to **earn greater roles** in the rebuilding and growth of metro-Detroit.

VM3 is committed to making breakthrough, measurable and sustainable positive impacts to local businesses, ultimately improving the economic condition of the greater Detroit community.



VM3 Consulting Corporation
Procurement & Finance Support

How Can VM3 Deliver Growth for Detroit?

- Strategic Business Planning—Beginning with Organizational Assessments
- Learning and Development for all levels—Specializing in Leadership (including Executive)
- Business Process Improvement –Process reviews and overhauls for optimal value
- Business Intelligence/Big Data Analytics—Data Mining for data driven strategic business decision making
- High Value Contract Development, Review & Negotiations
- Sourcing Strategy Development and Execution – Major Capex, 3rd Party Mfg, MRO
 - ❑ Market Analysis, Benchmarking, Pre-Qualification, Tactical Procurement Support- RFP, Bid Analysis, Sourcing Recommendations, Relationship and Contract Management
- Procurement Systems (ERP, RFP, etc) needs assessments, solutions identification and implementation
- Program Cost Analysis – Estimating, ROI, Cost Modeling, Budget and Spend Mgmt



Embedded Consulting Model on Both Sides Delivers Better Results for Major Transformations

**Detroit Businesses
Municipalities
Local Developers**

- “Trusted Advisors” to Senior Management
- “Fresh eyes” viewpoints quickly uncover non-value added activity
- Specialized consultants with specific capabilities that may be scarce or lacking in the organization



Detroit Contractors

- Deeper connection with Owners’ key Executive stakeholders
- Interpret high value priorities for Owners and translate into additional selling points
- Share relevant industry best practices

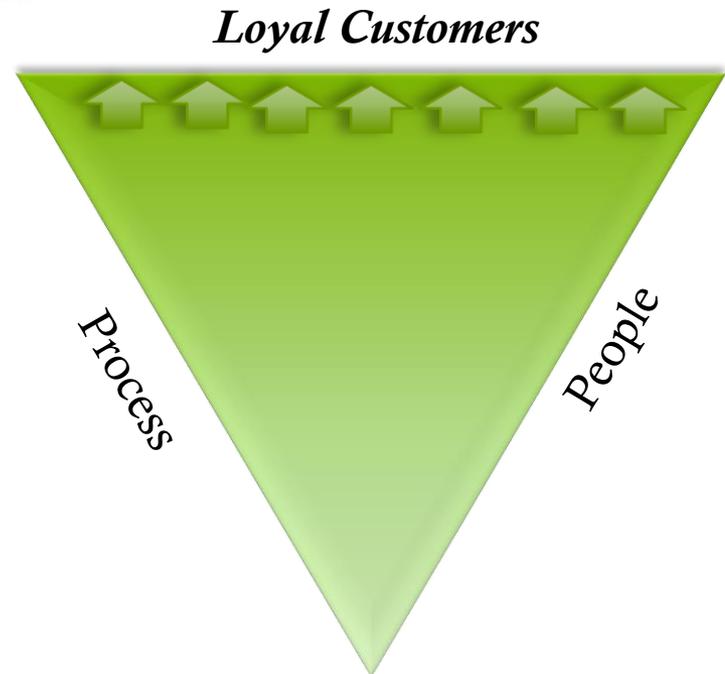
**This model fosters positive disruption and
brings new ideas and methods on key aspects**



VM3 Consulting Corporation
Procurement & Finance Support

VM3 Focuses on Sustainable Business Models

- Beginning with assessments, we identify and flush out root causes and facilitate creation of new value
 - Strategic business plan development and implementation support
 - People assessments, development and coaching
 - Process Improvement through reductions in variation and cycle time



Increased profit is a by-product of a strong Loyal Customer base

Strategic Business Plan

Sustainability



VM3 Consulting Corporation
Procurement & Finance Support

Strategic Business Planning

VM3 Capabilities



VM3 Consulting Corporation
Procurement & Finance Support

Do You Have a Relevant Strategic Business Plan?

- What does success look like for your organization? Does everyone in your organization understand it? Are they bought in?
- VM3 helps identify leading indicators for success—*Profit is a lagging indicator... what does your next 3 to 5 years look like?*
 - VM3 Organization Assessments including Data Analytics to determine accurate current state
 - VM3 Executive Seminars
 - Rebuild winning **Strategic Business Plans**
 - Identify potential constraints in aligning **People** and **Process** to the new plan
 - Develop implementation roadmap including in depth assessment of **People** and **Process**



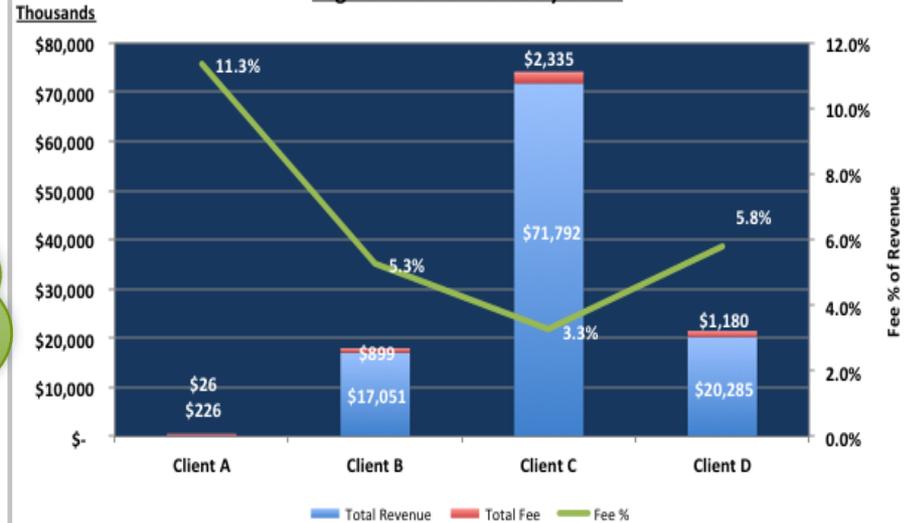
Using Business Intelligence to Accurately Guide your Business Strategy

Top 10 Customers by Revenue

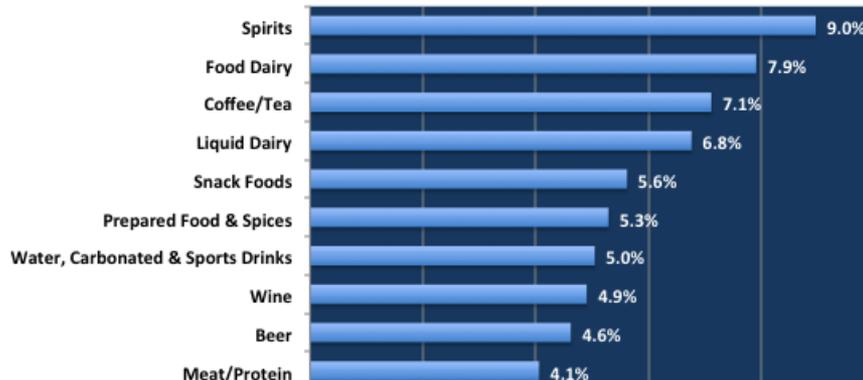


Do you know your numbers?

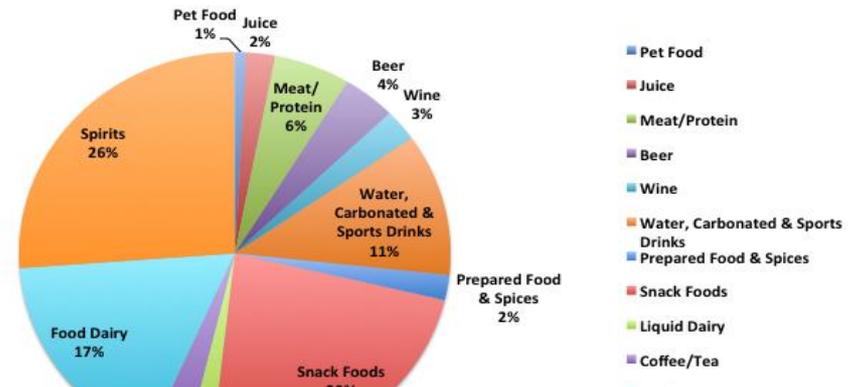
Segment Performance by Client



Average Fee % by Business Segment



Historical Fee Contribution by Segment



Through Data Analytics: We can deep dive your existing data to help you better understand how to enhance the performance of your business

Learning and Development

VM3 Capabilities

**Aligning People to the strategic
plan is critical to achieving success**



VM3 Consulting Corporation
Procurement & Finance Support

Learning and Development

Strategy

- Strategic Business Planning
 - ❑ Executive Seminar
 - ❑ Organizational Assessment
 - ❑ Data Analytics
- Sustainability Planning

People

- Executive Leadership Development
- Leadership Development
- Organizational Assessment
- Development Seminars (all levels)

Process

- Business Process Improvement
 - ❑ Variation Reduction
 - ❑ Cycle Time Reduction
- Procurement Systems
 - ❑ Assessment
 - ❑ Solutions Identification and Implementation
- Risk Management
- Cost Control

VM3 creates custom programs aligned with Customer culture for optimal, sustainable impact



VM3 Consulting Corporation
Procurement & Finance Support

Custom Capital Procurement Training

Thinking

- Capex Readiness:
 - ❑ Stakeholder Engagement
 - ❑ Ex: Preparing for Major Capital Expenditures (Bootcamp)
- Category Management
- Best Value Procurement

Doing

- Mutual Gain Negotiations
- Procurement Best Practices
- Understanding Contracts
 - ❑ Equipment, Engineering and Construction Services
 - Lump Sum, Cost plus, GMP
 - Turnkey (DB, EPC)

Controls

- Risk Management
- Project Cost Control
- Supplier Performance Management
- Supplier Relationship Management
- Supplier Financial Health Assessments

WHY INVEST IN CAPEX TOOLS? Poorly executed capital programs are the difference between innovation and extinction



Don't Forget to **Protect** Your Training Investment!

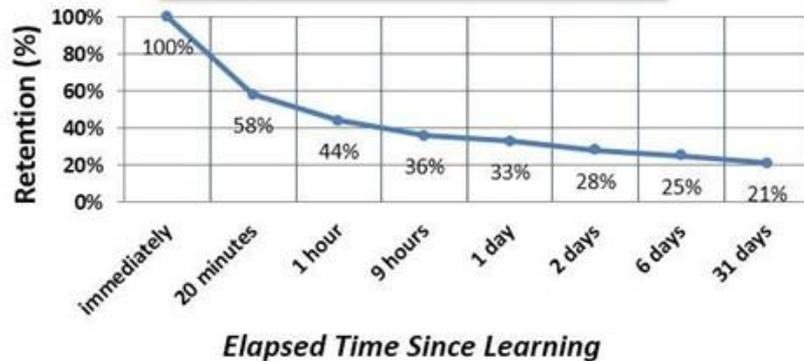
The Ebbinghaus Forgetting Curve shows that learners will lose over 80% of learnings in 30 days

➤ Adding multiple touch points over 30 days can increase retention to 90%

➤ VM3's workshops includes follow up quizzes within 30 days of training

➤ VM3 also follows up at 60, 90 and 120 days to ensure retention and materialized value

Ebbinghaus Forgetting Curve



Business Process Improvement

VM3 Capabilities



**It's time to align your processes
with your new Strategic Plan
and revitalized team**



VM3 Consulting Corporation
Procurement & Finance Support

Business Process Improvement

- Process Improvement Seminars focusing on *reducing* variation and cycle time
 - VM3 facilitates cross-functional customer teams ensuring process buy-in from the ground up
 - Evaluate current process
 - Determine constraints and non-value add
 - Design optimal process step by step
 - Team presentation to Executive Leadership
 - Implementation support and follow up



Strategic Procurement

VM3's capability

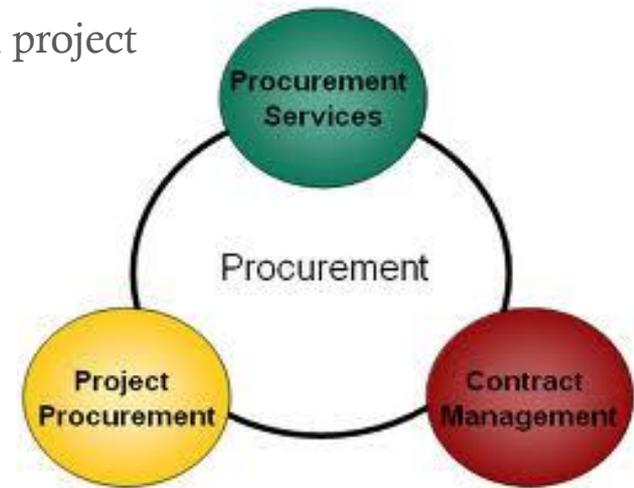
**Your Procurement Strategy should compliment
your organization's strengths and constraints**



VM3 Consulting Corporation
Procurement & Finance Support

We can be a Seamless Extension of Your Team

- Developing the right buying strategy for each customer, each project
- Examining the market conditions impacting the buy
- Identifying the right suppliers for the buy
- Execute structured competitive bids
- Bid/proposal analysis and recommendation to customer
- Provide right-sized commercial terms and conditions to optimize customer risk
- Lead negotiations
- On-going contract and supplier performance management



VM3's Procurement Excellence

Best Practices



- Systematically assess and classify current and potential suppliers, improve quality of key suppliers, deepen relationships with top performers, and consolidate
- Establish transparency across projects/regions to leverage volume to the best suppliers. Global tenders and master agreements capture scale
- Thoroughly examine viability of best-cost-countries. Ensure technology integrity, and after-market service. Must be closely linked with standardization and modularization of designs/components
- Adjust procurement quality to real project requirements. Understand changes in category demand to improve negotiation strategy
- Optimize costs over life cycle of project. Factor in TCO
- Bring specifications closer to commercial standards across projects. Maximize sharing
- Externalize products or services to optimize costs



VM3 Can Determine the Right Procurement Strategy for your Capital Programs

- **Assessment of Current Environment and Organizational Needs**
 - Market analysis (supply chain dynamics/risks/market share)
 - Pricing environment (cost models, cost drivers, forecasts)
 - Purchasing process (methods, lead times, selection process, scorecards)
 - New vs Refurbished vs Secondary (capital asset strategy)
 - National and Organizational requirements
 - Contractual strategy by category including contracting forms
 - **Outsourcing Needs:** Resource capability and bandwidth from key functional areas



VM3 Sources on Your Behalf

➤ From MRO

- ❑ Filling your offices and operations with ongoing needs

➤ To Contract Manufacturing

- ❑ Finding the right partner to produce your products

➤ To Capital Expenditures

- ❑ Procurement and Finance temp staffing
- ❑ Engineering Services (Design)
- ❑ Construction Services
- ❑ Capital Equipment Category Strategy and Procurement
- ❑ Contract Types: Lump Sum, Cost Plus, GMP
- ❑ Delivery Methods: Hard Bid/Design-Bid-Build (DBB), Design-Build (DB) and Engineering-Procurement-Construction (EPC)



**VM3's core experience is in Industrial Manufacturing,
Industrial Construction and Renewable Energy**



VM3 Consulting Corporation
Procurement & Finance Support

VM3 Delivers in Construction

We use a toolbox approach to create customized solutions for clients that enable optimal performance toward objectives. Recent examples:

- Developed Design/Build client procurement process and project specific procurement strategy and sold those capabilities on client's behalf to Owner

Fortune 10
Dairy
\$150M EPC

Fortune 50 CSD
\$150M DB,
\$95M EPCM
(Singapore)

Fortune 100
Tobacco
\$110M EPC

Global Aviation
\$75M EPC

Coffee MFG
\$80M EPC

- Design/Build Procurement to Owner Procurement sales approach to earn single sourced projects

Wine/Spirits
Tank Farm
\$50M DB



VM3's Value to Contractors

Business Development and Owner Relationship Management

- Procurement to Procurement approach
- Top to Top meetings
- Owner Capex education
- Enhance existing DB model
- Evaluate EPC opportunities
- Selling Procurement as a service (Equipment)
- Owner contract negotiation support
- Owner Lessons Learned

Pre-Construction

- Proposal support with
 - Market/Risk Assessments
 - Procurement strategy

Operational Excellence

- PM Procurement Training
- Project Procurement support (CM, FM, DB, EPC)

Supply Chain Development

- Identify potential Vendors/Subs
- Regional/International
- Diversity Strategy
- Pre-Qualification
- Establish preferred relationships



How Can VM3 Help You Today?



Contact Us:

Alisha M. Moss, CEO and Founder
alisha.moss@vm3consulting.net
(815) 641-7268



Jelani Moss, CFO
jelani.moss@vm3consulting.net
(313) 300-4010

*Current Certifications: MBE, SBE (WCAA)
In Process: DBE, EDWOSB, WBE*



VM3 Consulting Corporation
Procurement & Finance Support