



Driving out costs, improving readiness and enhancing mission effectiveness

Our engagements deliver between a 3.5:1 and 12:1 ROI

We provide a unique 100% guarantee of engagement fees based on annualized savings*

At Maine Pointe we accelerate measurable improvement across the buy-make-move-fulfill supply chain to deliver the greatest value to government and citizens at the **lowest cost to the military** through Total Value Optimization™.

Increasing demand for greater asset availability, cost efficiency and maintenance effectiveness are some of the key challenges facing the US military. To maintain a highly effective mission-ready military capability, senior personnel need to drive improvement and optimization efforts across their maintenance and supply chains, fast.

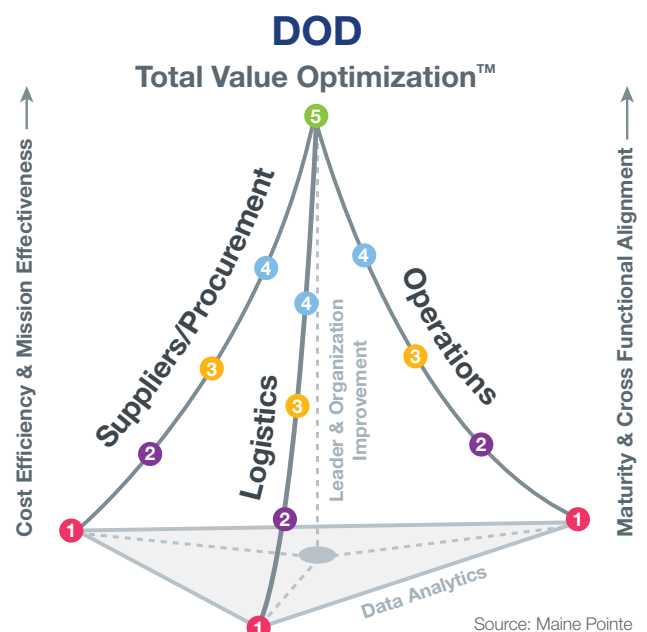
Helping the DOD support the warfighter

Maine Pointe is involved in a number of initiatives to help the DOD support the warfighter. These include:

- Increasing availability of DOD resources for the warfighter at an ever-increasing reliability rate
- Reducing overall spend, enabling future allocation of funds to programs that enhance equipment readiness for the warfighter
- Improving supplier performance for multiple military branches
- Accelerating initiatives to utilize less tactical and support assets to support the full mission for the warfighter
- Transferring proven methodologies from commercial markets to the DOD environment to improve overall quality and cost

A results-driven approach

Our value proposition is pragmatic, measurable and focused on strategic value. Our **hands-on implementation experts work with senior military personnel and their teams** to rapidly move up the Total Value Optimization (TVO) Pyramid™.





What we do

Maine Pointe's **highly experienced supply chain experts** help drive:

- Achievement of the **'Art of the Possible'** in challenging, siloed supply chain and operational environments
- **Better readiness rate**, quality and cost reduction by optimizing maintenance, repair and overhaul (MRO)
- **Improved availability of cash to spend on repair** and acquisitions (procurement)
- **Reduced overall repair and overhaul (flow days) time** through improved throughput and team productivity
- **Efficient and effective logistics methods** and reduction in time of transit to ensure arrival in proper condition for use by repair and operations teams and overhaul teams (MRO)
- **Improved procurement methods** to reduce overall cycle time, cost and supplier performance

Why Maine Pointe?

Because of our:

- Pragmatic Total Value Optimization™ approach, which helps break through functional silos to achieve competitive advantage
- Proven ability to accelerate improvements in both EBITDA and cash across the DOD value chain around the world
- Unique guarantee which mitigates the risk of the investment required to capture the value*

***We provide a unique 100% guarantee of engagement fees based on annualized savings. Subject to the findings in our analysis, there may be circumstances when we will adjust this guarantee.**

Our Measurable Results

We helped a leading major DOD manufacturer and provider of battery technology integrate procurement and operations processes and improve productivity by 31%. [Read more.](#)

Have an operational challenge you would like to discuss?

Talk it through with:



David Kleine, EVP Industrial Manufacturing & Services

David is a seasoned professional who has more than 30 years of consulting, supply chain and operations experience. He has spent the majority of this time working in the manufacturing, high tech, aerospace and financial services industries. David is sought after in the industry, having become a trusted advisor to many Fortune 500 CEOs and been instrumental in helping drive billions of dollars in sustainable EBITDA and cash improvements for clients.

In the private equity and financial services sectors, David has generated over \$7 billion in private equity funds for sale or acquisition on behalf of clients. In addition, he has implemented many programs for private equity firms that have resulted in selling prices far ahead of original exit plans.

Prior to Maine Pointe, David was managing director of another international professional services firm where he founded the private equity and financial services practices and the aerospace and defense sector.

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