

## OPI Recent Assignments

- **Evaluated the Product Support reorganization plan; for an aerospace OEM**
- **Educated sales force on solution selling of a fixed price pay-per-output program; for a medical OEM**
- **Assisted in configuring a like-kind product exchange program and reviewed component remanufacturing process; for an industrial gear OEM**
- **Re-engineered processes of the service-parts planning and control system; for a construction OEM**
- **Developed a pay-per-period program; for a defense OEM**
- **Studied application software market size of capital goods OEMs delivering Product-Services; for a software supplier**
- **Reviewed pay-per-output program; for the indirect sales channel of a printer OEM**
- **Studied the opportunities for pay-per-performance Product-Services offerings; for the global defense sector**
- **Configured a new program to support an OEM's Product-Services supply chain and managerial accounting support infrastructure requirements; for a software supplier**
- **Presented to CEO and executive team the benefits of expanding their Product-Services offering; for an aerospace OEM**
- **Studied financial ratios of domestic public capital goods OEMs, in 20 sectors; for benchmarking study**
- **Presented in-house workshops on crafting new Product-Services offerings; for an aerospace OEM**
- **Audited the service parts material assets of the balance sheet of a public corporation; for equity investors**
- **Assisted in creating a body of knowledge to lobby the US Congress to obtain tax credits for remanufacturers; for a trade group**
- **Analyzed reverse supply chain expenditures of a like-kind exchange program using Activity Based Costing (ABC); for a Third Party Logistics (3PL) provider**
- **Crafted program for an OEM to buyback inventory from process industry operator; industrial bearing OEM**