



Atlanta, Buffalo, New York, Richmond, Tampa, Toronto

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## TCMI AUTOMOTIVE CAPABILITIES

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TCMI has worked extensively in the automotive industries since the early 1980's. Most projects were global in scope, given the nature of the industry and the global supply chain. Clients have included numerous tier 1 suppliers of heat exchangers, pistons and related engine components, seals and gaskets, window encapsulation, etc. Clients have been based in the US as well as Europe and South America with operations in numerous countries.

The TCMI experience also includes automotive supply and distribution below the tier 1 level, encompassing, for example, the supply of chemicals, power and hand tools, and c-parts to dealerships and shops.

Issues that have been addressed in automotive projects include but are not limited to the following:

- Streamline organization structure to assure unity of command, eliminate redundant management layers, promote most effective managers to the appropriate positions.
- Replace CEO with more experienced individual.
- Personnel reductions.
- Optimize and streamline production systems.
- Integrate North America with European ERP (SAP) to allow for more effective planning and communication with European development teams to avoid duplication of efforts.
- Streamline project management and introduce effective project management procedures, thus permitting close cooperation with client on related models in different countries.
- Create new marketing unit focusing on generating new business from customers when the only customers at the time were GM and Mercedes Benz.
- Coordinate with sales in other parts of the world.
- Divestitures and acquisitions.