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Areas of Practice
Operations
Reorganizations
Due diligence
Strategic/Business Planning
Marketing-Local & Global
Business Development
Internal Controls/Compliance
Sarbanes Oxley, J-SOX, OIG
IT Implementation

Industry Lines
Healthcare
Start-ups
Manufacturing/Importing
Apparel Manufacturing
Retail & Giftware
Professional Services
Consulting-Business Advisory
Advertising & Marketing
Technology Services
Transportation
Financial Services
Not-For-Profit

NEED HELP?
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CAPABILITIES STATEMENT

TYPICAL ENGAGEMENTS

HEALTHCARE

- Implemented Risk-Based Internal Audit program at large hospital to comply with OIG.
- Recovered $15 million of lost charges by analyzing and correcting billing process
- Developed a Time Study program to analyze staff time in two healthcare operations.
- Implemented Sarbanes Oxley (SOX) and JSOX at global pharmaceutical company.
- Chaired Corporate Compliance Committee and Member of Board of Directors for 1,000+ bed hospital
- Implemented medical billing software at doctor's offices.

STARTUPS & GROWTH BUSINESSES

- Developed business plans and worked with venture capital firms and market makers to help two companies prepare IPOs, raising $millions.
- Advised startups as to what direction to pursue and assisted in creating the blueprint for success.
- Managed due diligence that allowed two startups to be purchased by major companies.
- Developed business and financial plans to be submitted to investors to raise funds for startups.
- Created global agency network and built customer base in 190 countries worldwide.

MARKETING & STRATEGIC PLANNING

- Established a presence in the U.S. for the world's largest polyresin manufacturer. Orchestrated press party event featuring boxing legends Muhammad Ali, Larry Holmes, Roberto Duran and Gerry Cooney
- Created a differentiation strategy at a national consulting firm that allowed them to obtain three of the largest deals (multi-million $) in the history of the company.
- Created multi-media public awareness campaigns which included development of new collateral and marketing programs, Infomercials, managing artists and agencies (both internal and external), developing budgets and training sales force on use of new material - to re-position company into new markets. Increased business by 200% in 2 years.
- Generated over 700 leads in 2 ½ years at one of the top 40 CPA firms in the United States in a marketing/public awareness campaign that included 35 seminars, news releases, direct mail campaigns, telemarketing and networking through industry influencers which increased business by 250%
- Developed new marketing programs at one of the top niche market software houses, that allowed them to enter a new market arena, before the competition knew they left.
- Analyzed financials and operations at 670 hardware and software companies with annual sales of under $1 billion to determine the profitability and productivity of these companies.
- Frequently quoted in the media as a business expert. Published regularly in trade journals and have been interviewed on BBC, radio and TV. Columnist for Gifts & Dec magazine for 10 years. Conducted over 400 seminars and was keynote speaker at various conferences worldwide.

PROFESSIONAL FIRMS

- Developed marketing strategy for a professional consulting firm selling Sarbanes-Oxley risk management solutions which resulted in over $1 million in pipeline in two months.
- Designed, issued and managed Requests for Proposals (RFPs) for computer systems for 100+ companies in varied industries.
- Created and promoted a unique Web site for a law firm which resulted in their engaging prominent entertainment acts including the Back Street Boys recording group.
- Generated over 700 leads in 2 ½ years at one of the top 40 CPA firms in the U.S. by creating a marketing/public awareness campaign that included 35 seminars, news releases, direct mail campaigns, telemarketing and networking through industry influencers.
- Generated 140 tax leads for a smaller CPA firm in an eight week period that resulted in 40 new clients, including 10 business accounts, through a marketing and public awareness campaign that included telemarketing, news releases and television appearances.
- Created many public awareness campaigns at various law firms throughout the U.S. One client engaged the largest client in the 22 year history of the firm due to this campaign.
- Designed, wrote and implemented time accounting systems at many professional firms throughout the united states.
- Reorganized fee structure and clientele mix at a national management consulting firm that resulted in a 250% increase in productivity in two years and a number two rating in customer satisfaction from a national rating organization.
- Implemented internal control procedures to account for proper recording of time and expenses at engineering, architectural, CPA and law firms nationwide.
- Developed new marketing programs at one of the top niche market software houses, that allowed them to enter a new market arena.
- Created a differentiation strategy at a national consulting firm that allowed them to obtain three of the largest deals in the history of the company ($1 million + deals).
- Analyzed business opportunities and forged strategic alliances with former major competitors (including Fortune 100 companies). Managed nine sales offices and five support centers in the U.S., and three in Canada.

APPAREL MANUFACTURING/DISTRIBUTION

- Turned around a poorly structured shoe manufacturing division of a $50 billion corporation through a major restructuring of operations, organizational structure, lines of authority and position profiles.
- Performed an internal controls review, operations audit and organizational review at a U.S. division of a major Japanese textile manufacturer that resulted in increased productivity, better morale and increased business.
- Implemented a series of cost controls at one of the largest lace manufacturers in the world.
- Implemented Quick Response and EDI systems at various apparel manufacturers nationwide.
- Performed many internal controls reviews and operations audits at apparel companies nationwide.
- Recommended and implemented various software packages for apparel manufacturers and importers with order processing, allocation, invoicing, cut and sold, inventory control, piecework payroll, accounting and production control.
- Designed and issued requests for proposals for computer systems for apparel & textile manufacturers and converters.
- Reworked plant layouts in a textile manufacturer to decrease wasted movements and improve use of critical resources. Implemented RF-controlled barcode technology to increase efficiency, improve delivery of goods and reduce costs.
- Managed a warehouse relocation including new warehouse layout, material handling equipment implementation, and scheduling and overseeing of move.
- Reorganized call center operations to improve customer service and reduce costs.
- Found sources of Federal grants for a ladieswear manufacturer who was hurt by imports, that resulted in $250,000 in grant money.

MANUFACTURING

- Reworked plant layouts to decrease wasted movements between workstations.
- Redesigned factory work flows to improve critical resource utilization.
- Designed, recommended for acquisition and implemented manufacturing control systems, including production planning and control, capacity planning, material requirements planning, production reporting, engineering and manufacturing documentation and cost accounting.
- Diagnosed inventory problems and implemented alternative methods of calculating stocking levels and reorder quantities at warehouse locations.
- Designed capacity planning system around existing computerized manufacturing system.
- Performed profitability analyses to determine the best product mix based on marketing, profitability and production.
- Determined overall plant and equipment requirements to identify insufficient or excess capacities.
- Designed functional specifications, recommended selection and oversaw implementation of radio frequency controlled warehousing and manufacturing system.
- Found sources of federal grant money for a machine manufacturing company that resulted in $300,000 in grants.

RETAIL

- Implemented point-of-sale systems, in-store processing, EDI and back office systems for various types of retailers nationwide. Coordinated entire roll out, training program, implementation, management review and final review for retail chains that ranged in size up to a 700 store chain.
- Designed Executive Information System for a $40 million electronics retailer and coordinated the programming and implementation with the software house and internal programming staff.
- Designed computerized merchandising system for apparel specialty chain.
- Prepared functional specifications for computerized system for a carpet and rug retailer.
- Reorganized distribution center to effectuate more efficient work flow at a 35 store discount retail chain.
- Designed and implemented staff productivity systems.
- Implemented security and control procedures at a world-famous exhibit.
- Implemented Electronic Catalog system at a mail order firm.
- Implemented Electronic Data Interchange (EDI) systems at retailers nationwide.
- Designed, wrote and implemented computerized retail furniture system.
- Designed, oversaw programming and implemented computerized retail seven store home improvement center.
- Performed internal controls reviews, operations audits and work flow analyses for various types and sizes of retailers, including specialty chains, department stores, bed and bath chains, electronics, and others.
- Diagnosed inventory problems and implemented alternative methods of calculating stocking levels and reorder quantities at warehouse locations.
- Authored standardized training guide for store clerks, store managers, back office personnel, distribution center personnel and executive management.

For further information, please contact:

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GAP Enterprises, LLC

Bridging the GAP between *SUCCESS* and *FAILURE*

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