

*Excel has a new
address and phone:*

9699 Ash Court
Cincinnati, OH 45242
Phone: (513) 891-5151
www.xlmc.com



*Steve Hancox, President
Email: shancox@xlmc.com
Phone: 513 / 891-5151*

Excel has helped organizations of every size with profit improvement, strategic planning, succession planning and other services. These are just a few:

**Building Crafts
Cincinnati Bell
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KNOW IF CUSTOMERS & PRODUCTS ARE PROFITABLE

Very few small or even mid-sized businesses are aware of the profit (or loss) they earn on the individual products and services they sell. Often one computer system manages the operations and another software package is used for invoicing. Although each package may handle its own part well, management is unable to match each product's costs with its revenues.

The lack of this knowledge can be very costly. Even if the prices are initially set properly, it becomes almost impossible to keep prices responsive to changing costs. It does not take long before margins erode.

Moreover, this problem can have an even greater impact on cash, as these incompatible systems can complicate inventory management. Proper inventory control requires the ability to contrast the quantity on hand of each and every raw material and finished good with

projected demand.

While the obvious solution to this problem is to replace multiple, unconnected systems with one that coordinates all functions, this can be costly. Sometimes it can be much less expensive to develop other ways to link the information in the separate systems. Excel has helped companies capture (literally) millions of dollars of cash and profit improvement by coaxing this information from the companies' own systems. Excel has also assisted with ERP system conversions.

One way or another, the information needs to be coordinated. And the return on investment is generally huge. Only when armed with coordinated price and cost information at the product or service level, can management have a chance to manage the company's pricing, costs and inventory effectively.

IT'S FREE OR IT'S FREE!

Excel offers the strongest guarantee in the business, which has proven to be good for Excel and its clients. Excel guarantees its clients a **100% Return on Investment**. Business leaders are assured that the profit and cash flow improvement will pay for the consulting effort. Hence, "it's free or it's free." Now that's a guarantee!