

CAPABILITIES STATEMENT

Founded in 1985 by Joseph F Paris Jr, who remains the owner, XONITEK is a consulting firm specializing in; business and operations management, technology strategies and deployment, and international trade and supply-chain management. We have extensive hands-on experience serving international and multicultural companies in a wide variety of industries.

Our Passion: We help snap your vision of the future into focus and augment your know-how to make that vision a reality. As stewards of your strategy, we know from experience that what works in one locale cannot be directly copied to another; rather, best practices must be replicated with due regard for variations in local cultures, infrastructure, and environments.

Our Clients: Most of our clients are publicly-listed firms with international operations or value-chains; typically with a mature continuous improvement program. Their goal is to become a high-performance organization with a clear vision, concisely communicated, and vigorously pursued. They are committed to providing support and resources and are prepared to align those resources to realize their vision. And they look to XONITEK as their partner to accelerate the achievement of these goals.

Our Team: With at least a decade of experience in a specific industry or discipline, each of our consultants is a highly capable subject matter expert. Accordingly, we move very quickly from assessment to action to help you be successful and create a culture of leadership where Operational Excellence is the norm.

Operational Excellence By Design

DIFFERENTIATORS

- **Experience and ability to deploy worldwide**
- **Seasoned subject matter experts in a variety of industries and disciplines**
- **Ability to convert ideas to action rapidly using prescriptive but personalized approaches**
- **If required, can ensure all resources are citizens of the United States. Many with security clearances**
- **Highly motivated and success oriented**

Time is the enemy of the 21st Century organization.

Therefore, the competitive advantage will go to those organizations that can; see further beyond the horizon than their competition; be able to recognize opportunities and threats sooner; have the ability to devise and deploy decisive engagements to those challenges more quickly; and be capable of making adjustments in real-time as circumstances unfold. To be successful, they will have to be capable of making decisions faster and more boldly—often synthesizing a course of action from incomplete data. They will have to become “*high-performance organizations.*”

CORE COMPETENCIES

- **Program Architecture**

We will help architect your Operational Excellence or Continuous Improvement program with a focus on defining success criterion. This includes; determining the vision (future state); assessing the present state; performing a gap analysis; creating a roadmap and plan complete with interim waypoints to measure incremental achievements; and, finally, ensuring alignment and commitment to the program exists among all stakeholders and senior leadership.

- **Program Deployment**

We will facilitate the deployment of your Operational Excellence or Continuous Improvement program to ensure your program achieves the expected outcomes.

- **Education and Training**

We will provide the education and training of the tools and methodologies to ensure the right people in the right roles have the right capabilities to accelerate the achievement of your program objectives. And we will also ensure that your organizational design has the capacity to engage such that success is as pre-ordained as possible.

- **Project Facilitation**

We help to prioritize project selection, scope the project, identify and organize the resources required, and manage the project execution phase using professional project management techniques and professionals.

- **Management Consulting**

We can provide expert consulting services to help your organization become high-performing including; strategy execution, creating a culture of leadership, process and systems improvement, operations, human resources, health and safety, reliability and uptime, supply chain and logistics, communication protocols, and more.