



Strategex

OUR GUIDANCE. YOUR GROWTH.

Manufacturing Leaders Using 80/20 to Achieve Growth

—
A Live Panel

PRESENTED BY:



Strategex

&

Manufacturers
ALLIANCE

Meet the Panel



KERRY BASKINS

PRESIDENT | CEO



DON KENNY

VP | PRESIDENT, GLOBAL WATER



ANDREA HOGAN

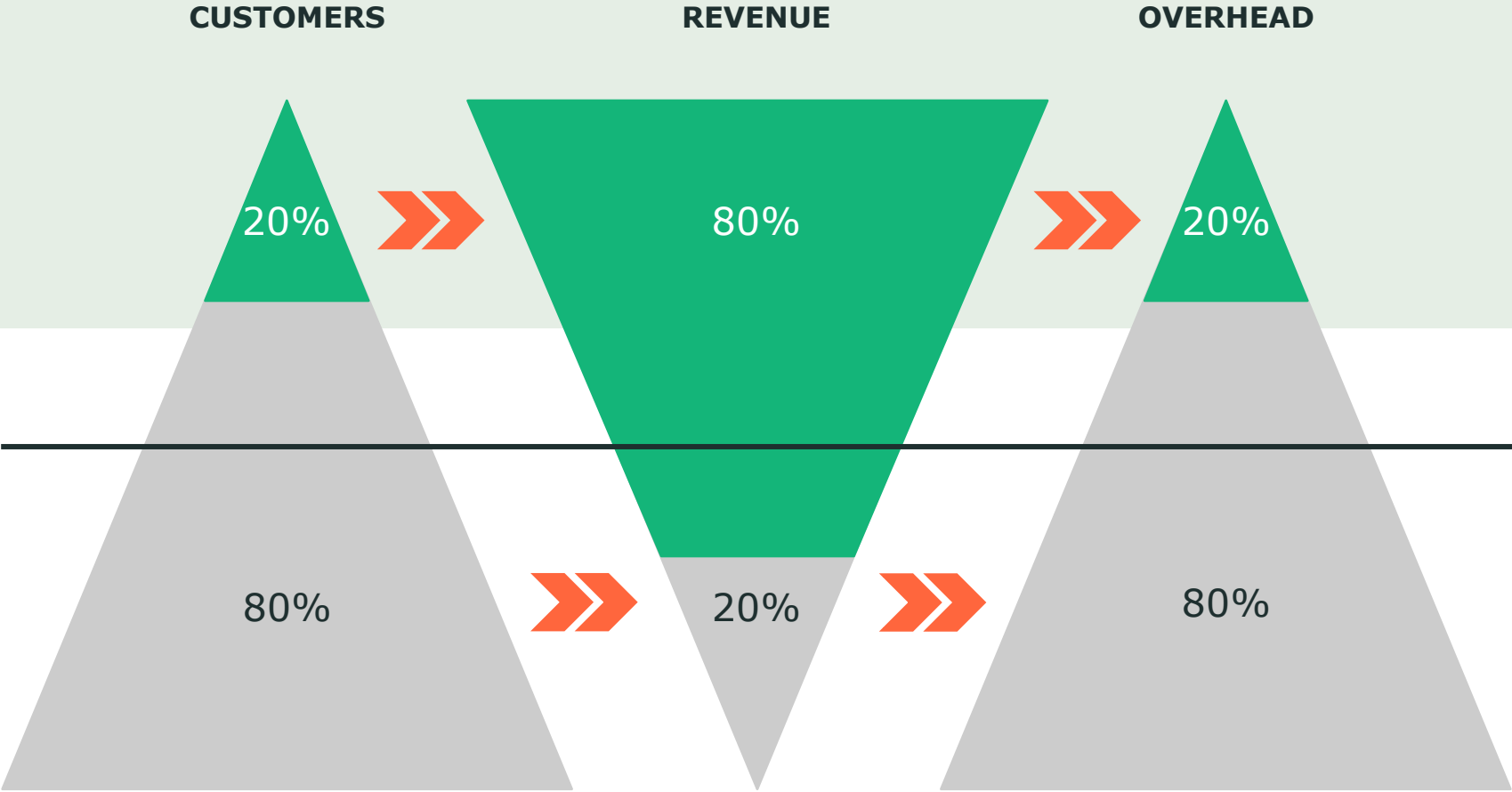
CEO



DAVID PHILIPPI

CEO | 80/20 MANAGING DIRECTOR

80/20 Reality



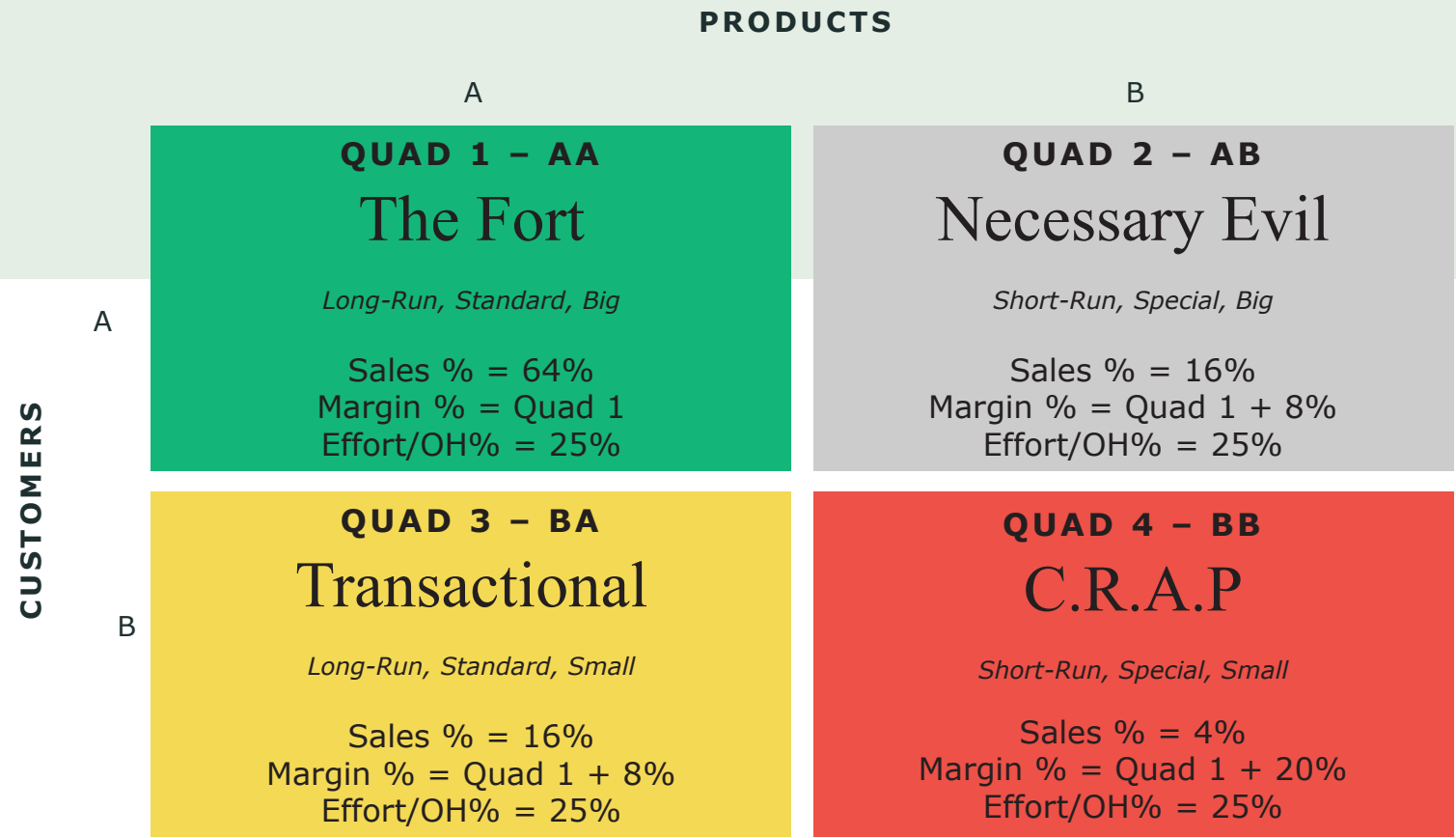
Quartile Analysis: Customers

How well are we serving them?

QUARTILE	# OF CUSTOMERS	% OF REVENUE	% OF OH/EFFORT	% PROFIT
	1 - 50	89%	25%	150%
	51 - 100	7%	25%	BE
	101 - 150	3%	25%	(\$\$)
	151 - 200	1%	25%	(\$\$\$\$\$)

Quadrant: Customers and Products

A : 80's (Customers and Products that yield 80% of revenue)
B : 20's (Customers and Products that yield 20% of revenue)





Thank you

DAVID PHILIPPI

CEO | 80/20 MANAGING DIRECTOR

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