



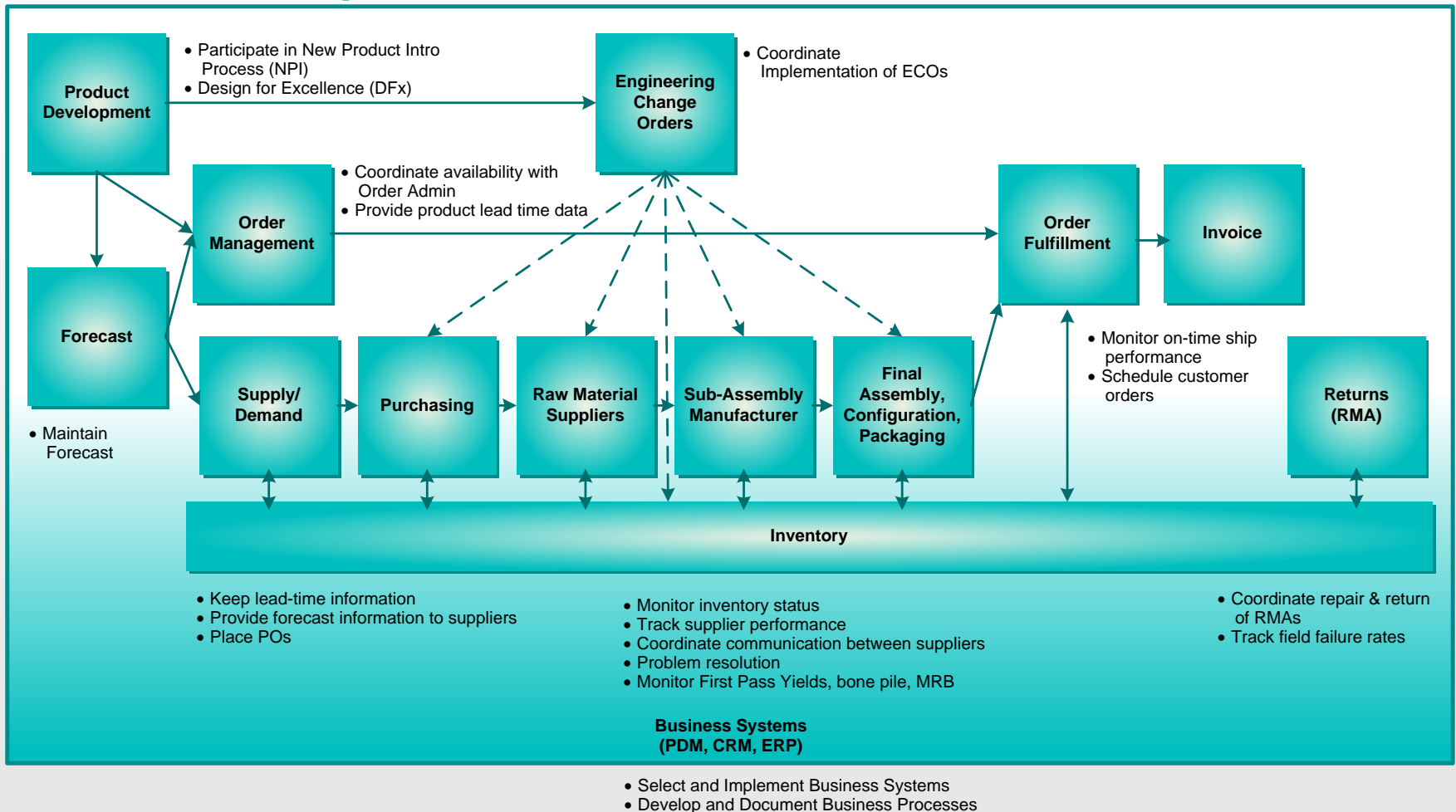
Virtual VP of Operations

Allen M. Adolph

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- Engage senior level Ops executive early
- Build scalable business processes/systems
- Generate Ops budget (headcount, expense, capital equipment, inventory cash requirements)
- Implement Supply Chain that supports Business Plan
- Leverage large library of decision/reporting templates....key performance metrics
- Availability to a wide range of supporting contacts
- Contract for what you need on a pay as you go basis
- “Get it right the first time”

Virtual VP of Operations

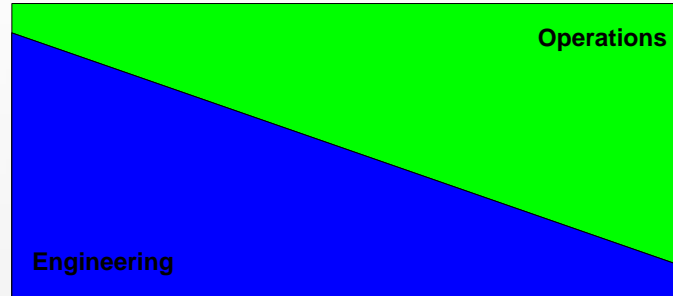


Operations Expertise Challenge



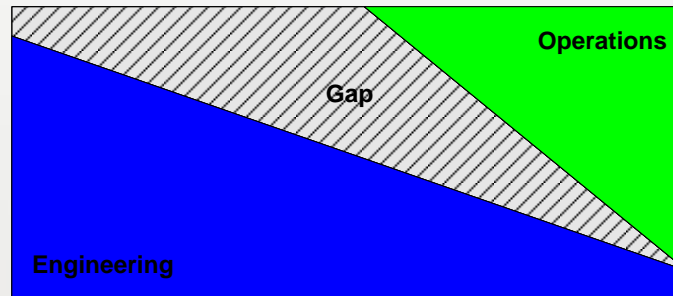
Ideal Process

- Early Operations Involvement
- Early and accurate decisions
- Prepare organization for operations success!
- **High Cost**



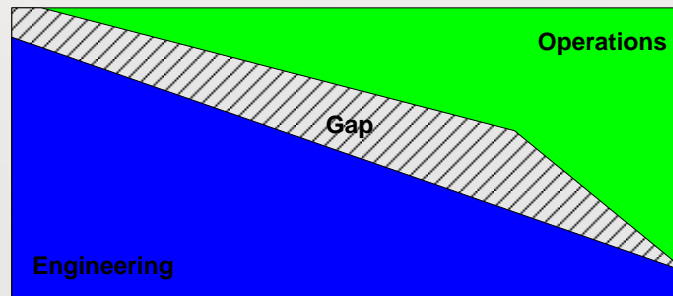
Late Operations

- Late Operations Involvement
- Late decisions
- Organization playing catch-up
- **Low Cost**



Insufficient Operations

- Inexperienced or insufficient Operations expertise
- Mistakes, missed opportunities.
- Lack or credibility
- **Medium Cost**

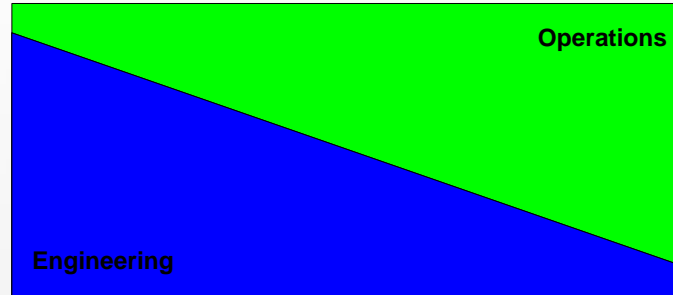


Operations Expertise Challenge



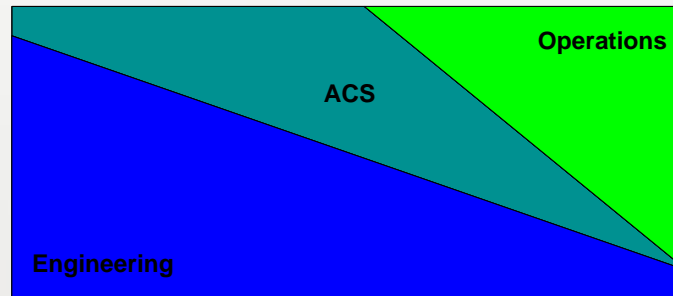
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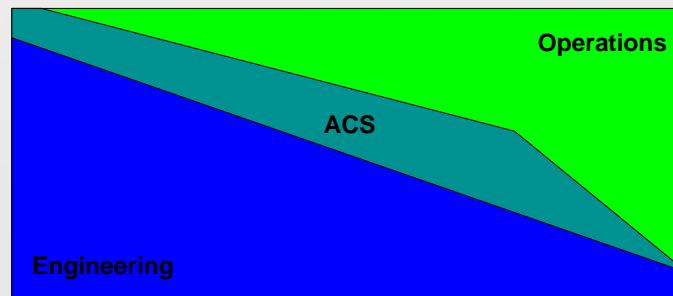


ACS Fills the gap

- Early Operations Involvement
- Early and accurate decisions
- Prepare organization for operations success!
- Smooth transition to fulltime staff
- **Cost effective**

Insufficient Operations

- Inexperienced or insufficient Operations expertise
- Mistakes, missed opportunities.
- Lack or credibility
- **Medium Cost**



ACS Fills the gap

- Provides expertise
- Early and accurate decisions
- Prepare organization for operations success!
- Develops and mentors fulltime staff
- **Cost effective**

- Benefits of “getting it right the first time”
 - Market window
 - Product costs and quality
 - Scalable process/systems
 - Monitor/Control key business goals
 - Reduce production ramp barriers
 - Customer/BOD expectations
- Operations is a “sustainable competitive advantage”

- **Virtual VP of Ops:** multifaceted Operations tasks; transition to internal team.....pay as you go plan.
- **Entrepreneur kit:** develop high level Business Plan mfg strategy; generate mfg budget and inventory cash flow model.....fixed bid.
- **Business System selection kit:** selection of PLM, ERP and CRM tools to match client needs...fixed bid.
- **Supply Chain kit:** selection/implementation of supply chain strategy.....fixed bid.
- **Mentoring services:** purchase block of time to be used as client deems necessary.....retainer based.

Trilliant/Sky Pilot Networks

GoPro

Violin Memory

Zeltiq Aesthetics

RGB Spectrum

PLX Technology

Cyan Optics

Fox Thermal

6dot

Aclima

Annuvia

Revolights

Green Platform Corporation (GPC)*

Fastor Systems*

AlterLume

Motiv Power

* Advisory Board



Bio – Allen Adolph

Over 35 years of experience in managing local and offshore turnkey manufacturing/global distribution activities, supporting fast track “new product introduction” programs and implementing business system applications for both early stage start-up companies and high volume public firms. Served as VP of Operations for several technology start up companies (Adaptive, Whitetree Technology, Atmosphere Networks, Atoga Systems, and SkyPilot Networks) and held senior management Operations positions at public companies (Arris, NET and Dataproducts Corporation).

Since founding ACS in 2008, Allen has worked with both early and late stage companies in the telecommunications (wireless and optical), data storage, medical device and consumer products markets.

BS degree in Business Administration - Operations Research from California State University Northridge; CPIM certification from APICS. Allen is currently a Mentor for Stanford University’s Product Realization Network, is on the faculty for the Product Realization Certificate program at Foothill College and has participated as a guest lecturer at both UC Davis and Stanford graduate schools.



ACS Associates/Partners

Operations Management/Supply Chain

- Stacey Sellin
- Shekar Reddy

RA/QA Medical Devices

- Don Johnson

Quality/Mfg technical support

- Greg McLeod
- Bernard Ying (Hong Kong)

Business Systems

- Paul Schomberg

Product Realization

- PRG network – 20 partners (www.productrealizationgroup.com)

Thank You!

