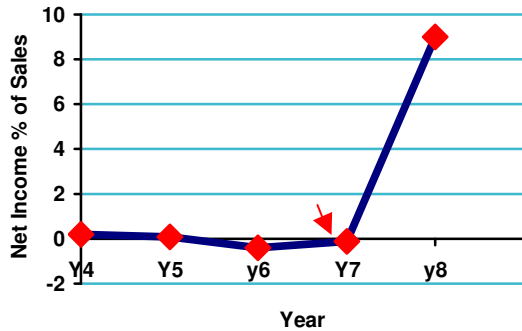


Catherine Gauthier, CoNavigant Group

Results of Engagements

Case 1: Improvement in Net Income as a Percentage of Sales

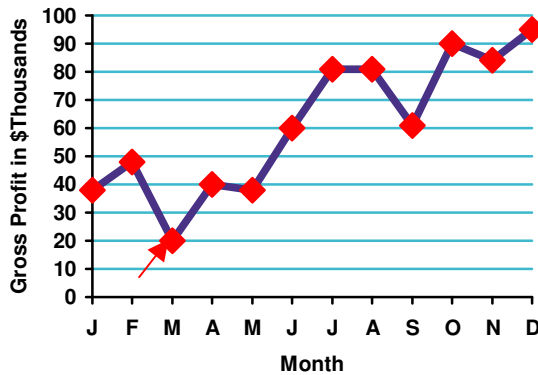


Problem: Years of Revenue Growth with Zero Profit

Solutions:

- ✓ Found causes in sales force incentives and weak internal controls
- ✓ Changed commissions to % of Gross Profit
- ✓ Tightened up purchasing and contained costs

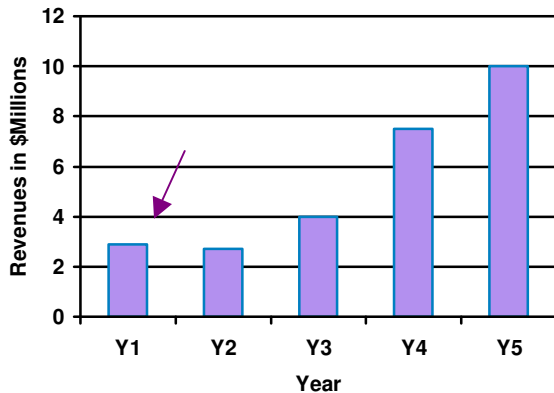
Case 2: Improvement in Monthly Gross Margins



Problem: Running out of Cash

- ✓ Found cause in declining gross profit margins
- ✓ Identified highest impact opportunity
- ✓ Shifted marketing resources to high-margin, newer product
- ✓ Obtained new Line of Credit for higher-margin inventories

Case 3: Improvement in Monthly Gross Margins



Problem: Declining Revenues in Slowing Economy

- ✓ Found causes in shifting of focus away from historically successful services to new product requiring venture financing
- ✓ Venture financing unavailable in economy of the early '90's
- ✓ Established stop-loss measures
- ✓ Re-focused company on core services
- ✓ Re-negotiated key supplier agreements