

NEW MANAGEMENT SYSTEM IMPROVES NET MARGIN 100 PERCENT YEAR OVER YEAR

ABOUT EES DESIGN LLC. Based in Fort Lauderdale, Florida, EES Design provides design support and manufacturing conversions for internationally celebrated sculpture artists. The company combines old-school metal fabrication with modern design and fabrication technologies, leading to the creation of some of the world's most magnificent art sculptures. Founded in 2011, EES Design has expanded from a one-man operation to 12 employees with in-house design and CNC capabilities.

THE CHALLENGE. While very successful and talented at converting raw materials into amazing artwork, EES Design did not have the visibility or management tools necessary to operate effectively and ensure long-term sustainability. Operating margins were slim and not visible in a timely manner. The business experienced significant cash flow challenges, and the owner had not recognized equity growth since the company's inception.

MEP CENTER'S ROLE. EES Design called on FloridaMakes, part of the MEP National Network, to conduct an assessment of the business. FloridaMakes focused on management issues and not the physical conversion of raw materials. The assessment revealed an immediate and essential need for EES Design to implement repeatable business processes.

FloridaMakes helped EES Design to establish job-based management tools to ensure reporting and accountability through each step of the business process, from job estimate to job delivery. The company retired its traditional accounting system in favor of a new Lean accounting system, boosting front office efficiency. The system continues to facilitate effective management on a daily basis, helping the company retain sales and jobs and realize cost savings. Meanwhile, the job-based profitability system doubled net income for EES Design.

"Prior to engaging the assistance of FloridaMakes, EES Design LLC was managed based on unique events and/or deliverables. We have grown significantly in the last year with the oversight of FloridaMakes, and the 2017 results show the investment made by the collective team. We are looking forward to again doubling our net margins in 2018 and will certainly engage FloridaMakes guidance to ensure we stay on track."

-Sarah Tarbett, General Manager

RESULTS



100% increase in net income year over year



\$700,000 in retained sales



Cost savings of \$24,000



Added/retained 4 jobs

CONTACT US



800 North Magnolia Avenue
Suite 1850
Orlando, FL 32803



(407)450-7206



www.floridamakes.com

