

STERLING ASSESSMENT LEADS TO BUSINESS IMPROVEMENTS

ABOUT ROOMY DESIGN ORGANIZERS LLC. Roomy Design Organizers is a privately-held, standalone business located in Apopka, Florida, with seventeen full-time employees. The business has serviced the closet industry in Florida and nearby states since 2005 by cutting materials to exact specifications for closet organization kits. The 20,000 square-foot manufacturing facility also offers drafting renders, parts, and service to the closet industry with their one-stop shopping business model.

THE CHALLENGE. Roomy Design Organizers ownership realized it was an opportune time to improve their employee culture and business practices as they moved into their 20,000 square foot facility in 2018, and enlisted the company in the annual Sterling Manufacturing Business Excellence (SMBE) Awards process. The SMBE is a derivative of the national Malcolm Baldrige program, and this assessment awards process is administered by FloridaMakes, part of the MEP National Network™, in partnership with the Florida Sterling Council. Participation in this process would enlighten management on how the company compared to known best practices in six different business operating categories. Management would then have a clear vision on where to prioritize their improvement efforts.

MEP CENTER'S ROLE. The relationship with FloridaMakes Business Advisor affiliated with the Manufacturers Association of Central Florida (MACF) from the SMBE awards process led to a multiyear strategic plan. This plan, created in conjunction with ownership, started with a business continuity assessment for disaster readiness preparation. Additionally, with the assistance of FloridaMakes, Roomy Design's management acquired industrial engineering support to assist in optimizing the plant layout, machine capabilities, and administrative efficiencies. FloridaMakes is also assisting with a strategy for diversifying the Roomy Design product offering.

"FloridaMakes has been an important partner in our business improvement activities. They are assisting Roomy Design with business continuity, operations efficiencies, and product line diversification."

-Armando Pacheco, Operations Manager

RESULTS



\$98,000 in cost savings from improved machine capacity and avoided capital investment.



\$73,000 invested in lean process improvement training.



\$57,200 in new product development and diversification.

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