

IVARS USA TESTIMONIAL 3.14.14

Ivars USA is an international supplier of office furniture components. In our seven-year history we've experienced consistent sales growth, but our cash-flow and profits never quite met expectations or budget.

We engaged Strategen in mid-2013 to discuss our challenges. Within one-hour Strategen was able to pinpoint our key issues and work with us to develop short and long term actions to improve our operational performance. From the very first meeting we were able to implement their suggestions and see immediate results.

We were extremely impressed with Strategen's ability to quickly investigate, diagnose, and recommend action plans dedicated to remedying our cash-flow and profitability issues. We reviewed supplier/supply-chain weaknesses, distribution issues, non-core activities, and our entire customer base. Strategen was able to help us focus on the big picture and jettison items that drained valuable time and resources. We very much appreciated their follow-up skills, which kept our staff on task and moving forward.

Strategen's no-nonsense, direct approach is very refreshing and focused. Literally no time is wasted in addressing issues and developing solutions. In the short period of time Ivars USA has been working with Strategen we've experienced tangible and significant improvements to our cash-flow position, our gross-margins, and our overall Strategy.

Strategen is a consultant, but to Ivars USA, has become a partner.

Gerald L. Vetter



President