



## OUR MISSION

Creating value of at least 3 times our fees, we help our clients by finding and implementing ways to work smarter.

## OUR SERVICES

### Strategic Planning

- ❑ **Strategic Project Planning** – documented common vision forward to maximize shareholder value
- ❑ **Execution of Strategic Plans** - proprietary methodology that improves the probability of success
- ❑ **M&A Organizational Strategy Alignment** – maximizing synergies while mitigating risks
- ❑ **Strategic Sourcing & Supply Chain Optimization** – leveraging spend and an efficient supply chain
- ❑ **Operating Strategy** – documented and aligned to organizational goals & operating systems

### Project Improvement

- ❑ **Operational Readiness** - safe & predictable ramp-up via capable people, processes and systems to operate and maintain assets  $\geq$  planned production levels, thus safeguarding NPV
- ❑ **Capital Project Delivery Model** – maximizing value by optimizing project resources; people, processes, time, investments
- ❑ **Project Quality Assurance Audits** – ensure “fit for purpose” assets align with long term goals

### Management Operating System

- ❑ **Management Systems & Controls** – enhanced forecasting, planning, scheduling, executing & reporting of work; fully aligned with operational plans and strategic goals
  - ❑ Master Schedule – resource match & balancing of resources (skills, materials, assets)
  - ❑ Short-term planning & scheduling - supporting active supervision
  - ❑ Enhanced inter-departmental coordination across the supply chain – speed & agility
  - ❑ Supervisory Training - supporting front line resources for safe and efficient operations
  - ❑ Continuous Improvement - creates culture of identification & reduction of variances

### Operations Improvement

- ❑ **Streamline Business Processes** – alleviate constraints to improve efficiency & throughput
- ❑ **Cost** - minimize waste related to people, processes, materials and assets for value generation
- ❑ **Quality** – improve compliance to required plans & specifications across the supply chain
- ❑ **Time** - minimize “wasted time” to accelerate order fulfillment across the entire supply chain
- ❑ **Service** – enhance compliance to requirements and schedules throughout the supply chain

### Asset Integrity

- ❑ **Asset Integrity & Management** – total lifecycle optimization (design, build, operate & maintain)
- ❑ **Maintenance Systems Audits** – maturity of strategies, system design elements and compliance
- ❑ **Maintenance and Repair Contract Audits** – assessing appropriate value for money
- ❑ **Risk Based Capital Planning** – justification and prioritization of sustaining capital investments
- ❑ **Mothballing (Care & Maintenance)** – safeguard retention of asset value and facilitate re-start
- ❑ **Asset Condition Audits** - assess operability, supports valuations and risk based capital planning

## TORONTO & VANCOUVER

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## Strategic Planning

Success should never be subject to the specific perspective of different sections of the business. Proper strategic planning ensures a shared vision of success throughout your organization, as well as an integrated set of systems and incentives fully aligned with strategic goals.

## Project Improvement

Large scale EPCM projects often fail to create all the anticipated shareholder value. The implementation team's focus on the short-term design and build of physical assets can be at odds with long term value. Opportunities to ensure early value generation and to reduce the total cost of ownership for operating and maintaining the assets are not realized. To safeguard the business case from initial concept through to start-up and ramp-up to name plate production requires a rigorous approach that will ensure capable people, processes and systems are operationally ready. Proper operational readiness facilitates maintaining all assets to the highest standards of safety and reliability at the lowest acceptable levels of risk and sustaining capital investments. This up front investment will enhance value over the entire life of the project.

## Management Operating System

All companies forecast, plan, schedule and execute work and then report & evaluate on the work completed. The Management Operating System (MOS) provides a logical series of control points for the business. Performance of key business indicators are identified and measured, and variances are flagged for action in a timely manner.

## Operations Improvement

Your people, business processes and physical assets are the resources that generate value. Increased shareholder value is typically realized by concurrently improving four critical business dimensions; cost, quality, throughput and service. This is accomplished by the identification and mitigation of operational constraints.

## Asset Integrity / Management

Competing objectives need to be analyzed and balanced to optimize long-term asset value in alignment with business goals. Asset integrity and asset management must span the total life cycle to maximize value and reduce total cost of ownership. Opportunities exist to proactively manage the risk of failure, to ensure assets are consistently "fit for current purpose" and to improve the value generation of the assets. This is done through control of total operating and maintenance cost, while extending the useful life of assets.

## HOW WE WORK





**David James**

With more than 25 years of management and consulting experience, David has assisted clients in large, complex, asset intensive organizations to realize significant sustainable service and cost improvements. Formally trained in multiple methodologies, David has lead projects in the areas of strategic sourcing, supply chain management, asset integrity, operations, and operational readiness.

Prior to co-founding the Salvis Group, David held an Operational Performance position in a global engineering, procurement and construction management firm focused on assisting clients in the mining and utility sectors. In addition David has managed projects across a wide variety of industries including: mining, smelting, construction, manufacturing, marine, energy and government.



**Dave Turbitt**

Dave is a strategic thinker with over 20 years of operations consulting. He is an expert in building sustainable competitive advantages in diverse business environments. Dave has experience in plant design and layout, measurement systems, continuous improvement and the identification and management of constraints. He has helped to plan and start up new businesses, as well as drive improvements within large sophisticated organizations. Through insightful analysis, he knows what is needed and drawing on his understanding, experience and communications skills, he makes it happen.

Dave has an MBA from the Ivey School of Business, along with an undergraduate science degree from Queen's University. Dave is based in the Vancouver area.

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