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About Perforex

Perforex partners with forest products companies to significantly improve performance and profitability. Since 1993, Perforex has successfully worked with over 100 customers to first identify and then capture the opportunities associated with improved execution. The results Perforex delivers are impressive and customers will tell you that the Perforex experience is second to none.

The Perforex Method

Improvements in performance can be derived from three options: *strategy, assets or execution*. Perforex focuses on execution and delivers implemented, sustainable impacts. Unlike other approaches, which may suggest that the solution to your problem lies in acquiring new equipment, cutting labor, producing a new product, or entering a new market, the Perforex method is founded on maximizing operational results with the resources you currently have in place. In short, the Perforex method closes your “execution gap”.

Partnering with Perforex means improving management tools, skills, and operating discipline. Perforex works by putting its people side-by-side within all levels of your organization to design and implement practical management tools. These tools enable your organization to focus on the elements that are critical to your success, identify variances and then develop and implement concrete actions.

The Perforex Guarantee

Perforex projects include guaranteed delivery of financial results that are based on a multiple of project fees. Impacts are derived from improvements to production, quality, value and other key success factors, not on short term cost cutting measures like headcount reduction.

The Perforex guarantee has been exceeded in every project completed to date, another indication of the Perforex difference.

Perforex Services

Perforex offers an extensive array of services to help clients identify and capture the execution gap in their operations. Perforex ExGAP™ services include:

- Seminar:** an interactive introduction to the Execution Gap
- Profile:** qualitative profile of execution effectiveness
- Assessment:** quantified execution gap assessment in key areas
- Analysis:** a detailed analysis of execution gaps in all areas
- Project:** design and implementation of processes to close the execution gap
- Skills:** training and coaching to improve management skills
- Audit:** on going “check-ups” to monitor progress



“Our customers are always surprised when they learn the full magnitude of their execution gap. Everyone we work with knows that they have opportunities, but few appreciate the potential that disciplined execution holds. The rigor, experience and tenacious approach that Perforex brings to the table allows our customers to fully understand their potential, and then to capture it. Improved execution remains the single biggest opportunity available to North American industry today.”

Bob Chown,
Principal, Pöyry