



### Client:

The Rich Barber Company is a leading supplier of barber products in the United States. They aim to motivate and inspire barbers, and their philosophy is reflected in their products, services, and education for aspiring barbers.

*The Rich Barber®*

### The Challenge:

- Missed sales opportunities due to ongoing inventory depletion
- Limited insights into up-to-date inventory levels
- Overly complex business processes
- Limited staff time and budgetary constraints

### Our Solution:

NeuStrat&PM applied Lean methodology to identify performance issues and waste and to streamline operational and administrative business processes. The engagement included:

- Mapping of current state using Lean methodology
- Mapping and implementation of a future state
- Development and implementation of a custom inventory model which:
  - Achieved up-to-date inventory monitoring for all products
  - Alerted administration staff proactively when inventory approached reorder points
  - Tracked sales across various distribution channels
  - Adapted reorder point based on sales volume on a monthly basis
  - Guided the reordering process by providing reorder volumes based on sales performance

For more information, please contact us at -

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### Results:

- Complete elimination of inventory depletion
- 61.5% sales growth over six months following new process implementation
- 67% reduction in average time to complete inventory management tasks (from twenty-one hours to seven hours)
- Significant reduction of stress levels and frustration through data centralization and process consolidation
- Staff empowerment and enhanced knowledge of process improvement principles

### Client Testimony:

“In a matter of days, NeuStrat&PM took charge of the project and developed a clear understanding of the critical issues we were facing. In weeks, they released a first version of a model that would eventually transform our inventory control operations. In months, they had completed a revamp of our processes to boost efficiency and team morale. We’re now spending less time on controlling our inventory and more time on what matters the most: sales growth and client satisfaction.”

— Chuka Torres, Founder & CEO

“Before NeuStrat&PM’s intervention, our collective stress level was high. We had no consistent processes in place for keeping track of inventory, recording sales, or knowing when to reorder products. With our new processes and systems in place, we are now able to manage all of those processes in one place, and our stress level is dramatically reduced. NeuStrat&PM has allowed us to stay organized and keep an accurate count on inventory and monthly sales.” — Shantelle Johnson, CCO

### About NeuStrat&PM:

NeuStrat&PM is a boutique business strategy and project management consulting firm that provides expert comprehensive services in project and program management, project portfolio management, process improvement, strategy formulation, and strategic planning.

Founded by Marc Neufcourt in 2017, our company has earned the trust of its clients by providing outstanding project management and strategy services that consistently exceed clients’ expectations.

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