

## The R. PAY

The R. PAY COMPANY, LLC offers presentations that prepare CEOs and managers to make far-reaching organizational changes and achieve their highest operations goals. Here are a few of our latest speaking topics:

- **Leadership and Strategy in a Lean Environment**

75% of US companies are engaged in some form of Lean implementation, but 70% of them fail to achieve significant results. How are some companies able to continuously improve and gain competitive advantage? This presentation shows how speed and agility are essential components of every strategy and reveals what Lean really means for leaders of competitive companies.

- **Fires, Floods and Fraud: Preventing Supply Chain Risk**

The repercussions from the Japan earthquake changed the way manufacturers think about their supply chains. In this presentation, Rick shows how to use supplier partnerships, supplier risk management plans, insurance, supply chain structure and vendor rationalization to help reduce supply chain risk.

- **Forecasting Strategies**

Many inventory and production planners rely heavily on a sales forecast for their inventory planning and MRP process. Unfortunately, accurate forecasts are an oxymoron at best, and non-existent at worst. So what does the planner do? In this seminar we'll discuss how to integrate supply chain planning with sales and operations planning to create maximum efficiency and profitability throughout your operations and supply chain.

- **How to Avoid Obsolete Inventory**

Obsolete inventory is one of the principal components of inventory cost. Find out what causes obsolete inventory and learn the three critical actions that prevent it from building up in the first place.



*Rick Pay is president of The R. PAY COMPANY, LLC, a Portland-based management consulting firm that helps manufacturers, distributors, retail and service organizations achieve peak operational performance. With over 30 years of leadership and operations experience, Rick crafts unique solutions to today's challenges.*

*“Rick displayed a mastery of the subject matter and had a presentation style that engaged our members from the student to CFO level.”*

*-Vada Zedlar, President,  
IMA Portland Chapter*