



The Client

Lube-Tech is the Midwest's largest blender, packager, and distributor of advanced lubricants and fuels for automotive, industrial, fleet, and small-engine customers. Lube-Tech ships specialty small-engine lubricants to thousands of dealers across 70 countries worldwide.

Pain Points & Challenges

- ⇒ Company growth outpaced the capacity of the leadership team
- ⇒ Difficulty meeting operating profit targets initially due to production downtime and late shipments after a new warehouse management system was put in place
- ⇒ Lack of standardized processes across the organization
- ⇒ Poor data quality along with a non-scalable ERP system resulted in many workarounds

"Pragmatek has been a key business partner and contributor and a major reason for our success since 2004. During this time, our business has grown 4x. Pragmatek's business process methodology helped us accelerate our growth by giving us the roadmap to upgrade our antiquated ERP system. Their team drives results and I highly recommend them."

—Eric Jackson, President, Lube-Tech

Pragmatek Solutions

- ⇒ Provided executive leadership to accelerate profitability and growth
- ⇒ Analyzed and drove savings in 3 key operational areas (Scheduling, Production, and Warehouse)
- ⇒ Led strategic sourcing project reducing costs by nearly \$1M
- ⇒ Addressed system integration issues, restoring service levels to 98%
- ⇒ Implemented Lean 6 Sigma tools and techniques focused on continuous improvement DOUBLED equipment up-time
- ⇒ Utilized Business Process and Technology Alignment (BPTA) to select a new ERP technology

The Payoffs

- ⇒ **4x REVENUE** growth 2003-2013
- ⇒ **92% REDUCTION** in late shipments
- ⇒ **150% INCREASE** in production output
- ⇒ **42% INCREASE** in inventory turns