

DENTON/NEELY & Co., LLC

HELPING BUSINESSES ADAPT, GROW AND DIFFERENTIATE IN A FAST CHANGING WORLD

We are a management consultancy focused on helping executives move their businesses forward strategically. We will collaborate with you on customized projects to ensure they are clearly scoped, time-bound and have mutually-agreed deliverables. Typically, these involve analyses to improve your line-of-sight to demand with the potential to increase revenue quality and capacity utilization.

Key Services

- Business formation, including financial modeling and capital raising
- Business strategy facilitation, and organizational alignment to drive it forward
- Sales portfolio performance assessment and market expansion planning
- Corporate development, including foreign market penetration and M&A
- Business model transformation through organic means or M&A
- Strategic marketing and field sales management performance improvement

Examples

- Developed business case and financial projections for \$65+ million industrial infrastructure project
- Analyzed business portfolio to increase cash flow from resource optimization at \$50MM client
- Improved demand forecast reliability to optimize production configuration and \$2B working capital
- Facilitated successful \$300MM non-core asset divestiture; negotiated stake in \$200MM foreign site
- Convinced company to recommit to a business, leading to \$100MM (25%) worldwide sales expansion
- Organized Six Sigma initiative, yielding \$100MM operating profit improvement in \$1B business unit

About Us

Denton/Neely's partners contribute extensive worldwide business management and legal experience to formulate actionable ideas to advance your corporate growth and development.

Ed Denton's experience includes sales management at **Procter & Gamble**; general management with international P&L, six sigma turnaround, and M&A at pulp, paper and packaging producer **Westrock**; and global marketing at **U. S. Steel**. A faculty member of the **University of Pittsburgh** Business School, Ed holds degrees from **Wesleyan University** and **Harvard Business School**.

Jack Neely's background includes service as lead counsel for **Westinghouse** business units, general counsel of **Joy Mining Machinery** and assistant general counsel at **U. S. Steel**. His expertise includes M&A, corporate strategy and transformation, and commercial operations. Jack is a graduate of **Georgetown University** and the **University of Pittsburgh School of Law**.

Bill Luke has practiced general management worldwide involving operations, new ventures and technical services as an executive at **AMR** and **Westrock**. He has guided substantive profitability improvement initiatives throughout the US, Europe, Latin America and China. Bill is an alumnus of the **University of Maine** School of Forest Resources and **Harvard Business School**.