

To whom it may concern,

Dynamic Glass, LLC is a leading Houston-based contractor in the Construction industry, currently operating 3 lines of business, Contract - Exterior Glazing, Lease - Interior Glazing, and Metal Panels. The company was founded in 1990 and has since expanded its operations across Texas and Colorado. In early 2014, the company partnered with Platform Partners, a private investment company, to help grow the company's initiatives.

In March 2023, Platform Partners and Dynamic Glass engaged with **London Consulting Group** to perform an assessment of the company's business processes and organizational structure. This initial assessment resulted in a longer-term engagement with LCG to help professionalize the company and begin the digital transformation process of the business. The project started in April 2023 with the objective to drive results and profitability through operational excellence by providing visibility, control, and accountability. The LCG project greatly impacted the organization, and we believe the tools and processes developed will continue to do so for many years to come.

Noteworthy Results:

Fabrication

- **41% improvement in fabricated unit cost** through monitoring and control for projects implemented.
- **62% of overtime reduction** in Metal Panels and **17% in Lease**.
- **40% of workforce optimization** in Contract, including 10 temporary workers. **23% of workforce reduction** in Metal Panels.
- **84% of average weekly output increase** in Contract.
- Developed a digital tool that allows **standardized data collection and tracking** for **fabricated units and shop activities**.

Installation

- **15% improvement in installed unit cost** through monitoring and control for projects implemented.
- **61% overtime reduction** in Metal Panels.
- **44% of temporary labor reduction** in Metal Panels.
- **4% of increase in output/productivity** in Contract and **20% in Lease**.
- Developed a digital tool that allows **standardized data collection and tracking** for **installed units and field activities**.

Project Management

- Implemented a structured **Governance Model** to increase accountability and foster a **continuous improvement culture**.
- Developed a digital tool that allows **standardized scheduling and tracking** across all divisions and projects.

Organizational Design

- **12% reduction in Overhead compensation** as part of the redefined company's organizational structure.

Estimating & Procurement

- **79% of increase in bids' amount** in Contract, **40% in Metal Panels** and **354% in Lease**.
- Developed a digital tool that allows **standardized bid collection and tracking** for all divisions and offices.
- **Negotiation with 16 top vendors achieving discounts, rebates, and improved payment terms** as part of the defined Vendor Negotiations model.

Digital Transformation

- **18 digital tools** developed to provide real-time visibility across several departments allowing the company to get to the next level of digital maturity.
- **Developed 43 dashboards as part of the Business Intelligence solution including scheduled reports, metrics, and alerts using Power BI and Power Platform** to manage business results daily, shifting to a data-driven, decision-making company.

By the end of the project, a return on investment of **1 to 1** was achieved. Throughout the project, LCG's team demonstrated their commitment, professionalism, and work ethic, working closely with our Team at all levels. Following their methodology, we were able to attain these valuable results, leading to a significant economic impact and a projected return on investment of at least **5.0 to 1**.

Most sincerely,



Tom Gilligan
Chief Executive Officer



Mike Duffy
Chief Operations Officer



Glenn Matthys
Chief Financial Officer