

CUSTOMIZED SUPPORT

STRATEGIC PLANNING

We partner with our clients to achieve higher levels of performance and build long-term value added relationships. Our solutions include:

- Market Research
- Sales process development and implementation (utilizing our proven 6 stage sales process)
- SWOT Analysis – Strengths, Weaknesses, Opportunities and Threats
- Strategic Planning – development & implementation
- Developing effective “Customer maps”
- Review and update current Literature, Website, and Sales & Marketing materials
- Executive relationship development
- Leadership/Executive mentoring
- Hands-on skill development and training

Customer quote:

“Rick Venet is a provider of solutions. He begins with the end in mind and asks all the right questions to formulate a collaborative path to the goal. Rick is systematic in his approach to addressing the root causes of the challenges his clients face. His solution recommendations come from a rigorous investigation and synthesis of all variables impacting the immediate challenge.” February 4, 2009. - \$11 Billion Cereal Manufacturer

ROI VOC Process Featured on:

The Feldman Report -
WWJ News Radio 950 AM, Detroit

- **Business performance Improvement**
- **Reduce workplace injury risks & compensation costs**

Quote:

*“Rick - As a result of your e-mail we reviewed this product and have decided that the quality isn't up to our standards. We are asking the stores to remove the product from the shelf. You saved many other customers the time and frustration of dealing with the same problems”.
- SVP Product Development & Global Sourcing (\$46 billion home improvement retail company, more than 1300 locations)*

ROI STRATEGIC BUSINESS SOLUTIONS

Contact:

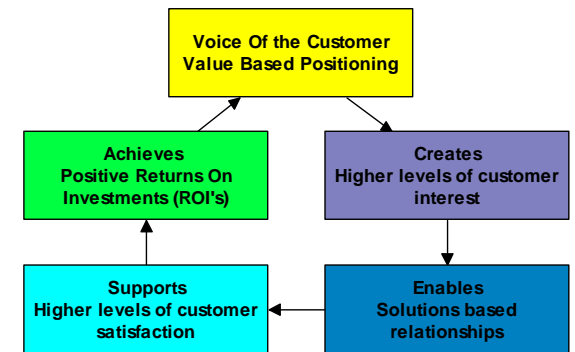
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“Your Solutions Partners”



Use our VOC Value Based Positioning Model to:

- **REDUCE SALES CYCLE TIMES**
- **INCREASE REVENUES & PROFITS**
- **INCREASE CUSTOMER SATISFACTION**

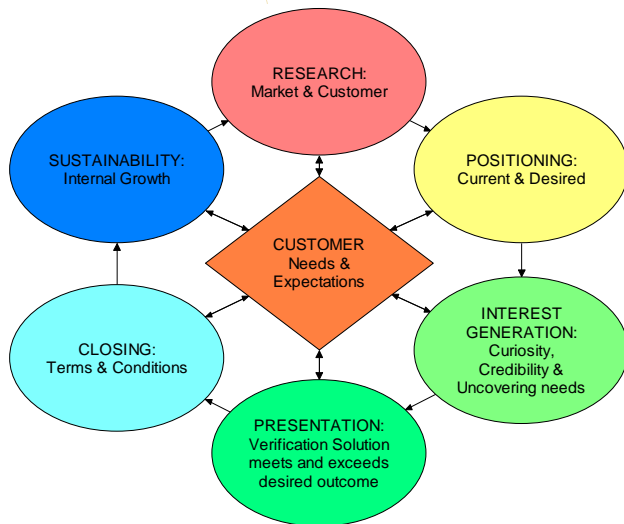


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ROI VOICE OF THE CUSTOMER (VOC)

VALUE BASED POSITIONING

The ROI SBS Voice Of the Customer (VOC) Value Based Positioning Model focuses on the customer and helps guide all interactions and efforts to meet and exceed customer expectations. It is designed to be used to improve performance in any environment where customers come into contact with your organization, including but not limited to: Sales, Marketing, Business Development, Customer Satisfaction, Quality, Safety, and Productivity.



PROBLEM SOLVING / PROCESS IMPROVEMENT

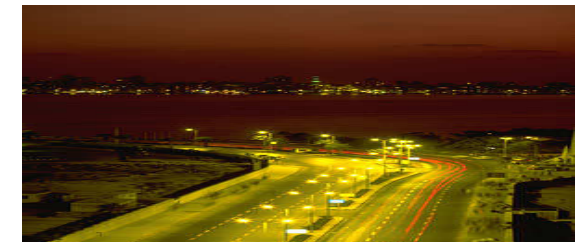
We help clients make high impact improvements which provide high Returns On Investments (ROI). Our solutions include:

- On-site assessments to evaluate current state compared to goals & objectives
- Implementation support to achieve improvement goals and objectives
- **PathMaker** user training
- Workshops – Problem Solving /Process Improvement, with follow-up support and 30-days of FREE use of PathMaker software, for process improvement teams to complete projects



Quote:

“Rick has a great work ethic, and a high degree of commitment to his clients and colleagues. He’ll persevere through a demanding project, and do what it takes to bring it to a good outcome. Plus, he’s a lifelong learner, and is good at integrating worthwhile new ideas into his everyday work.” February 3, 2009. - Steve David, CEO of SkyMark



Is your company leading the way or following the crowd?

SYSTEMS EVALUATION & TRAINING

- **On-site assessments** - evaluate current systems & identify opportunities for improvement. Reduces operational costs, workplace injury risks and worker compensation costs.
- **Workshops and training** - proactive problem solving and process improvement
- **High quality web-based safety training solution with Learning Management System (LMS)** - 50+ modules, 24/7/365 secured login access. Increases comprehension & provides high ROI's

esafetyonline.com

Customer quote:

“Rick Venet is an honest businessman that provides a great service in his specialty arena. My business saw a 42% reduction in OSHA recordables in 2008 due to some of Ricks suggestions.” - February 4, 2009. - Plant Manager, Tier 1 Automotive Supplier. Top qualities: Great Results, Personable, High Integrity.

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