



## Ed Potoczak

Systems Engineer and President  
Oakstone Group

Member since March 2019 Learn more at [oakstonegroup.com](http://oakstonegroup.com)

There's an old adage that success is when opportunity meets preparation. In today's manufacturing industry, it's the well-prepared business that goes farther, innovates better and leads the way. When you work with someone whose goal is to get you ready to compete, it makes for a winning partnership.

With engineers, scientists, project managers, software specialists and executives on hand to help clients design, develop, launch and make products faster, better and cheaper, The Oakstone Group has been that partner for plenty of manufacturers.

"We believe the philosophy of designing manufacturing-friendly products with reasonable acceptance criteria consistently applied in a collaborative environment is the secret to lasting success," explained Ed Potoczak, a systems engineer and president of The Oakstone Group. "When you streamline your sales pursuit, planning, development and launch as a continuous flow, you will improve customer relationships, get operations under control and wring more profit out of daily operations. As a result, you'll see exponential gains in what your team can achieve."

Oakstone is comprised of manufacturing experts with over 150 years of experience in sales, engineering, program management, information technology, floor operations and strategic leadership in the casting, welding, injection molding, electrical component and module assembly industries. They don't just help as analysts and advisors; they are experienced manufacturers who can roll up their sleeves with your team.



**One Skill Everyone Should Have**  
A thirst for learning.



**The Best Advice I Ever Got**  
Never become complacent, always strive to improve.

Want more strategies for success? Log into [mimfg.org](http://mimfg.org) for The Oakstone Group's newly added webinar "Quick Tips for Improving Your Product Launches."

"Your success starts and stops with your people, processes and systems," said Potoczak. "It's critical that you optimize how each of these key elements fit together to move your business ahead. Many of today's fast-growing businesses are still small businesses with a few people juggling many responsibilities. By bringing in outside experts, you can continue to do what you do best and know that you aren't dropping a critical ball."

What does the right external resource look like? It will vary for each manufacturer but the same key questions should be asked:

- Do they offer individualized attention with service comprehensive to your needs?
- Do they possess the expertise to help develop top-to-bottom improvement strategies?
- Does their expertise go beyond technology and incorporate the entire business from sales to engineering, and production?
- Is there a focus on measurable improvement as well as short and long-term business growth?

- Are they a solutions provider that is cost-effective and flexible enough to work with where you are and where you want to go?

You deserve the peace of mind of knowing your team is well-prepared to face the challenges (known and unknown) that are coming in the next decade and beyond. Talking with the professionals who can improve your operations to help you generate more revenue can be the key step to becoming the resilient, preferred supplier in your industry for years to come.

"Clarity, trust and respect are at the core of everything we do. These three pillars of successful business relationships are simple and absolutely critical to how we believe all professionals should treat their clients," assured Potoczak. "This is our commitment to you. You have already built your business — use our experience to help you unleash its potential." 