



# REBUS

## CONSULTANTS

A Division Of Rebus International Inc

**“Your *growth* is our business”**

~ Amar Zaidi, CEO & Managing Director

# We are here to help grow your business with *experience*

Rebus Consultants have over 100 years combined experience within the textile industry across all working departments of manufacturing and high-level management & marketing.

Our consulting team is comprised of personnel that specialize in the manufacturing processes of spinning, weaving, printing, dyeing, finishing, & garment forming for both home, technical, and apparel textiles.

**5**

Offices

Located near you

**56**

Countries

We've completed work  
across the world

**67**

Projects

Experience in anything  
you require

# Consulting Expertise



**Apparel/Cut & Sew**



**Home Hospitality & Textiles**



**Management**



**Manufacturing Process**



**Marketing**



**Plant Valuation, Audit & Engineering Expertise**



**Technical Textiles**

# Apparel / Cut & Sew



Rebus' vast experience in woven garments including suits, jeans and shirting, knits and fully fashioned knits as well automated sewing lines for bed linen and towels, presents our potential clients with opportunities for improvement in product flow, labour efficiency and optimisation of fabric yield, which are essential in a competitive garment manufacturing industry.

## First Step (Start up)

Designed for companies looking to entry the garment manufacturing industry, differing from the traditional route.

Rebus' experts are comprised of industry leaders with vast experience in:

- Supply Chain Management
- Project IMplementation
- Project Planning
- Machine Selection
- Feasibility Reports
- Anything else you can think of.

## Re-assessment & Project Audit

The most dangerous phase in business, "We've always done it this way." Proven to be an obstacle in growth, Rebus redesigns the project through a perspective which can help achieve maximum results while being economical.

- Gap Analysis
- Audit of product manufacturing
- HR Training
- Technology Implementation
- Audit of pro

# Hospitality & Home Textiles



Luxury hotels, resorts, clubs, restaurants and cruises are all leading market opportunities for high quality home textiles. Rebus has extensive experience in this sector and can assist companies looking to enter or extend their involvement in this exciting area of the market.

## Principle Products

- Bed Linen
- Bath Linen
- Table Linen

Rebus has direct access to worldwide markets and a vast customer database for these products around the world.

## Aged Care Facilities

With the general population living longer, there has been an increase in demand for aged care facilities requiring specialized finishing of textiles to protect bed linen, upholstery fabrics from incontinence as well as usual spills on table linen.

- Floor Coverings
- Table Linen
- Upholstery Fabrics

Key differentiators are print designs, luxury handle, raw material, and eco-friendly manufacturing processes.

# Technical Textiles



Rebus consultants can offer a complete support package for the technical textile producer looking to enter new markets or optimise their existing business. Also for the business looking to move into this expanding sector of the textile market- be it sourcing the correct technical raw materials, selection of the optimum production equipment or identifying the right strategic markets.

## Markets and Processes Include:

- Woven high performance fabrics
- Biomedical Textiles
- Coated fabrics: pu, pv, polymer.
- Non-woven needle felts for filtration, insulation, geotextiles, and flooring.
- Spunbond and meltblown for medical use.
- Knitted performance textiles
- Industrial use fabrics
- Military defence fabrics
- Composites
- Active Sportswear

# Management



Rebus Consultants have extensive experience to evaluate and enhance managerial goals and objectives across all departments of the company. This will ensure the organisation is running at optimum efficiency, resulting in clear bottom line gains for the business.

## Business Management

- Cash flow management
- Project management
- Supply chain optimisation
- Corporate Social Responsibility
- Maximising product line/range
- Knowledge Management
- HR recruitment and training
- New business ventures
- International sourcing

## Technical Strategies

- Fibre analysis
- Quality control analysis
- Manufacturing flow analysis
- Waste reduction
- Cost & pricing analysis
- Installation & commissioning of plant and equipment
- Dimensional Changes
- Root cause analysis of manufacturing issues

# Manufacturing



Rebus consultants' experience covers the full range of the textile manufacturing process. Following the Rebus manufacturing process audit, corrective actions will be identified to ensure improved efficiency, reduced waste, and optimum use of capital resources.

## Audit Strategy

Rebus Consultants focus on all aspects of the textile manufacturing processes that reflect the cultural and operating environment, including safety & environmental management, labour & machinery efficiencies etc.

## Textile Wet Processing

Fabric preparation/batching, pre-treatment, dyehouse lab and recipe management, dye kitchen, product flow, consistency of machine set-ups, lab to bulk reproducibility, right first time (RFT) dyeings, standard operating procedures (SOP), machinery maintenance, potential reduction in utilities (electricity, steam and water), recycling of water from cooling cylinders.

## Digital Printing

Providing guidance regarding Digital Printing machinery, printing inks, fabric preparation and coating systems, design software, sampling and process flow.

## Home & Hospitality Textiles

Automated v. Manual sewing, Line Structure & Product Flow, minimal manual transport of product, packaging presentation.

## Waste Minimization

Optimisation techniques in:

- Yarn production, warping, weaving, knitting, and nonwovens, pinrintil, garment making.

# Marketing



With experience operating in over 40 countries, Rebus consultants are specialised in creating robust marketing plans. Rebus will identify key strategic market segments and clearly set out the effective routes and markets to help grow your business. Effective market analysis and strategic planning will be achieved from the following processes:

- SWOT Analysis
- Commercial due diligence
- M&A assistance
- Feasibility studies
- Market share analysis
- Product trend analysis
- Portfolio management
- Exhibition planning
- Brand positioning
- Develop core expansion plans
- Business core creation
- Retailing
- International Marketing
- Market share penetration
- Local market studies
- Feasibility studies
- New market entry strategy
- Location analysis

# Plant Valuation, Audit & Engineering Expertise



Rebus offers an integrated approach to measure, analyse and report on a broad range of valuation and audit issues for Textile machinery and plants. Our client-focused auditing and valuation services help textile manufacturing facilities assess operational systems and ensuring quality output. Our team of auditors bring expertise of extensive valuation, technical accounting, corporate finance and deal strategy to the table.

- Financial Analytics
- Pre-acquisition valuation
- Project portfolio optimization
- Property, plant, and equipment values
- Current market value
- Auction value
- Liquidation Value
- Forced liquidation value
- Replacement Cost
- Current value of Business in current state
- Purchase price allocation
- Strategic value consulting
- Value performance and impact
- Business modelling
- Disinvestment

# Plant Valuation, Audit & Engineering Expertise



## Appraisal & Liquidation

Liquidating surplus inventory, restricting a retail chain, generating working capital, disposing inventory in case of a bankruptcy, or any other liquidation services, Rebus has first-hand, in-depth knowledge.

**Purchases:** Rebus can out right purchase assets to be liquidated, determining intrinsic value.

**Guarantee:** Commission based on a net-minimum guarantee equal to the intrinsic value.

**Commission:** Mobilizing our team of experts on a fee basis.

**Restruction:** Liquidate overstocks, assets, or equipment from a facility slated for closing or relocation

## Plant Engineering Expertise

From increasing production, reducing bottlenecks, manufacturing new products, to improving efficiency, upgrading to new technologies rebus provides effective and efficient plant engineering services. Our textile plant engineering team offers our clients a capability built on strong technical understanding, installation and operational backgrounds.

- Project Development Support
- Site Selection and Environmental Assessments
- Equipment Maintenance and Overhauling
- Technical Troubleshooting
- Conceptual and Preliminary Engineering Studies
- Plant Performance Modeling
- Project Capital and Lifecycle Cost Estimates
- Project Implementation and Compliance Reviews
- Risk and Condition Assessments
- Value engineering studies
- Technology Section
- Balancing of machines and optimization of production plan
- Machinery/equipment layout
- Resource planning

# The Team



**Amar Zaidi**  
CEO & Managing Director



**John O' Connor**  
Chief Consultant



**Fred Kessler**  
Consultant - Head of  
Garment Making



**Gary Nicholson**  
Consultant - Head of  
Manufacturing



**Bob Low**  
Consultant - Head of  
Technical Textiles



**Daniel O'Connor**  
Consultant - Marketing &  
Knowledge Management



**Azfar Zaidi**  
Financial Analyst (M&A)



**Michael Mazur**  
Consultant - Head of  
Marketing