

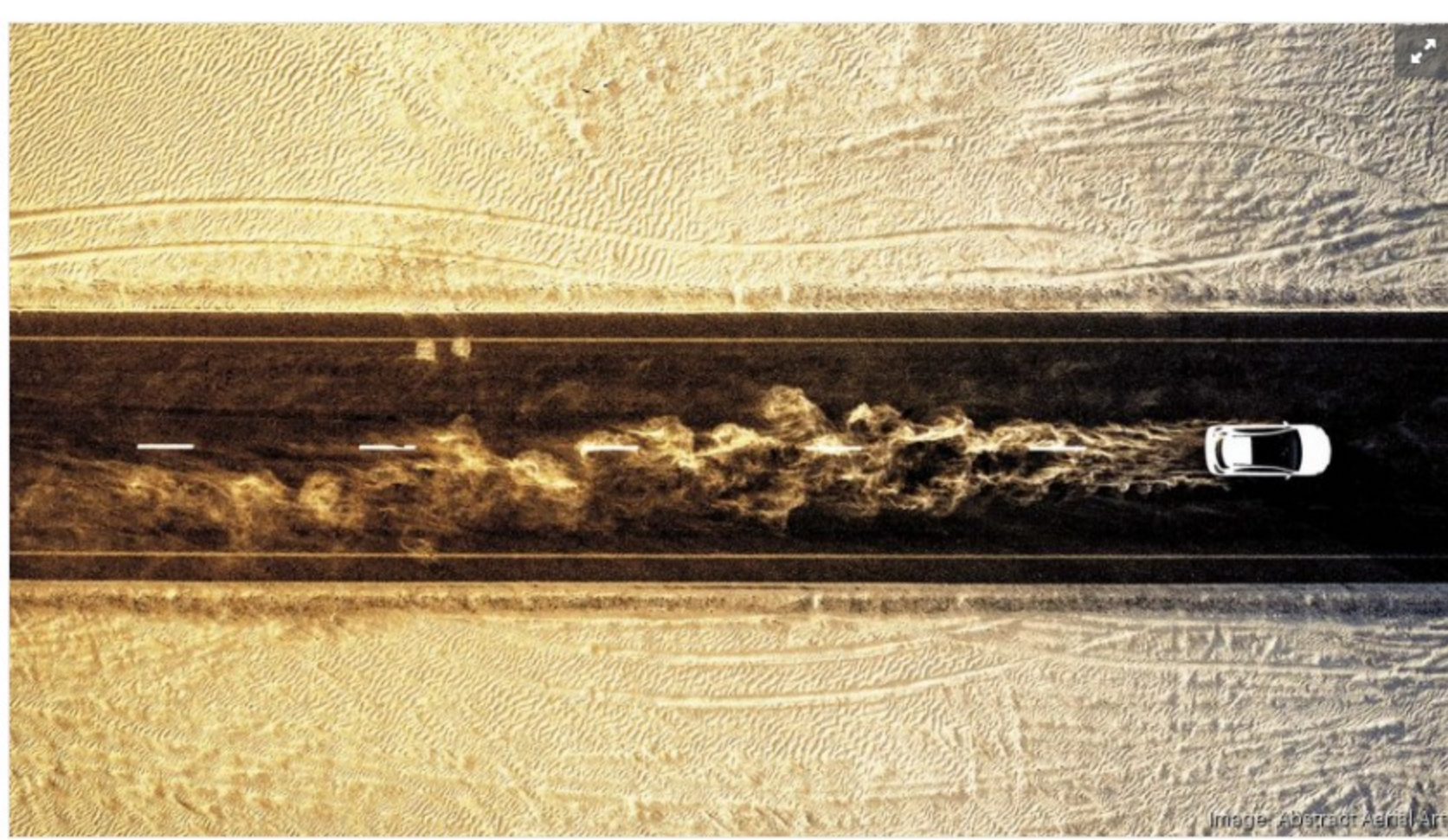


< **PACESETTER AWARDS**

Manufacturing • Manufacturing/Supply & Distribution

## #5 Pacesetter Awards: NPSG Global's services are in demand

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Atlanta's Fastest Growing Companies  
ABSTRACT AERIAL ART

Apr 22, 2021

To become the fastest-growing Atlanta company in the manufacturing/supply and distribution category of the Pacesetter Awards, NPSG Global LLC takes a customer-first approach to delivery.

The warehouse implementation services company increased its revenue from \$81 million in 2018 to \$213 million in 2020.

NPSG designs, consults on and implements warehouse operations for ecommerce clients, a sector that has grown since the beginning of the Covid-19 pandemic.

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"We install basically everything that goes into a warehouse and provide consulting services for companies that have typically been brick-and-mortar operations looking to get into the ecommerce space," said CEO Tad Selby. "We design facilities to get product in and to quickly ship it out to customers ordering online."

Selby said putting the customer's needs first has been a driving force behind their success.

"We have never been one to say no to our customers, and we under-promise and over-deliver," he added. "Our success comes from always answering the phone and executing on what we tell the customer."

In addition to its Kennesaw headquarters, the company has a fabrication shop in Reno, Nevada, where they produce many of the metal products used in distribution facilities. NPSG also has offices in London, and Melbourne, and employs about 1,075 people.

The business started about nine years ago at a time when ecommerce was taking off, Selby said. Due to the pandemic, more people now purchase online, which results in larger sales for NPSG customers and more need for its services.

"I think [Covid-19] has definitely accelerated the move from brick-and-mortar [shopping] to online [shopping] for many consumers," he added.

The pandemic did create challenges for NPSG. In a typical year, employees ramp up projects in the spring to prepare for the busy winter holiday retail schedule and are usually done with their projects on Thanksgiving Day. Last year, projects slated to begin in April were pushed to May and June, but the Thanksgiving deadline was the same.

"That meant we had to cram eight months of work into six months," Selby said. This year, the company is on track to ramp up services on schedule and are optimistic they can hit their goal to capture 25% growth.

As a NPSG auditor and advisor, Jeremy Jones, national service line leader at Frazier & Deeter said he appreciates working with dynamic leaders who have implemented an aggressive growth strategy.

"It's been an honor to have a front row seat as NPSG's business has skyrocketed," he said. "Their leadership team recognized early on the need for a comprehensive service offering, and their integrated services positioned them perfectly to serve the market's needs as the demand for e-fulfillment increased. That foresight and understanding of market dynamics set the stage for dramatic growth, including international expansion."

**Fastest-growing companies, Manufacturing/Supply & Distribution Category**

1. NPSG Global LLC (#5 Pacesetter Awards)
2. East West Manufacturing LLC (#18 Pacesetter Awards)
3. Deposco Inc. (#23 Pacesetter Awards)
4. Cognosco Inc. (#94 Pacesetter Awards)
5. Print Form LLC (#95 Pacesetter Awards)

**T H E L I S T**

**Atlanta's 100 Fastest-Growing Private Cos.**

Weighted average growth index

Rank	Prior Rank	Business name
1	1	SnapMedTech Inc.
2	2	Rary LLC dba TeamWRX
3	3	OneTrust LLC

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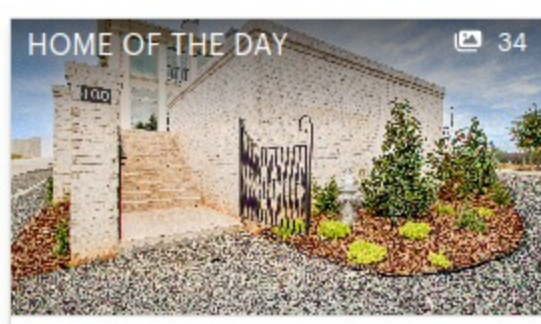
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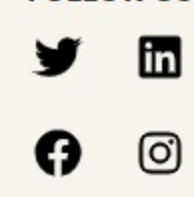
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