Operational Excellence
Service offering & Value proposition

1. Operational Due Diligence
   Quantifying the potential in value in a deal by assessing:
   • Opportunity for cost reductions
   • Organizational synergies
   • CAPEX requirements

2. Post-Merger Integration
   Executing the specific work streams to maximize deal value:
   • Project management of wide-ranging cross functional initiatives
   • Achieve synergies through project execution (footprint, product portfolio, etc.)

3. Supply Chain Management
   End-to-end planning of the customer order-to-delivery process to ensure maximum customer service levels with minimal possible inventory and cost

4. Procurement & Strategic Sourcing
   Reduce material costs and the Total Cost of Ownership (TCO) for procurement of direct and indirect materials through execution of Supplier management practices, category strategies, and design of effective procurement organization and processes

5. Operational Excellence / Lean Six Sigma
   Best practice for shop floor operations to ensure the workplace is in order, standardized, visual, and that workplace behaviors are aligned to KPIs for equipment, material, quality and waste reduction

6. Administrative Service
   We have specialists in the areas of Finance, Controlling, Human Capital, Information Technology, Environmental management with wide ranging manufacturing experience

7. Warehouse Optimization
   Management of the logistics processes to ensure minimum cost to serve, maximum on-time delivery, and maximum productivity of people, machinery and inventory

8. Sales Force Effectiveness
   Ensuring effective combination of organizational structure, incentive mechanisms, pricing policies, technology, and effective processes to maximize and effectively manage revenue
Operational Excellence
Benefits for our clients – how we can influence EBIT

Main pains:
1. Low growth, declining sales
2. Customer fulfillment challenge
3. Low labour productivity, lack of control on the shop floor
4. High material costs
5. High inventory, cash-flow problems

How it affects EBIT

Revenue
- Customer Service
- Production capacity
- Labour productivity
- Material & service cost
- Working capital

Costs
- Service level, Customer experience
- Lead time, batch sizes
- Overall equipment efficiency
- Quality, material consumption
- Scrap rate
- Purchasing prices
- Logistics costs
- Inventory
- Payables, receivables
- Overhead costs

Operational drivers

Key practices

Sales Force Effectiveness
Pricing & Costing
Lean Six Sigma
Procurement & Sourcing Transformation
Supply Chain Management & Logistics
Working Capital Optimisation
Operational Restructuring & Cost Reduction
Operational Due Diligence
Post-merger integration