


Specialists in Implementing Change

We can help professional service and manufacturing organisations achieve sustainable competitive advantage by working with them to implement changes that are critical to their performance.

We have successfully implemented strategic change programmes in major multinational companies and have worked extensively in the UK, Europe and the USA. Our skills include:




**Our aim is to
transfer our
knowledge to our
clients**

- ◆ **Strategic Management**
- ◆ **Business Process Re-engineering**
- ◆ **Innovation and New Product Introduction**
- ◆ **Project and Programme Management**
- ◆ **Scenario planning**
- ◆ **Change Management**
- ◆ **World Class Lean Design and Manufacturing**
- ◆ **Organisation Design and Development**

The breadth and depth of this experience mean that we can quickly analyse a wide range of business scenarios, identify critical areas for improvement, develop effective, implementable, phased solutions and drive implementation at all levels in a business.

Examples of our work include:

- ◆ **Development of the strategic plan for the Engineering Design Centre of a major UK university.**
- ◆ **Scoping and planning study for a Government department recommending the way forward for supporting UK companies.**
- ◆ **Post acquisition analysis and review of an international marine business. Product and site rationalisation analysis and proposed restructuring of the business to deliver £27 million benefits over 5 years.**
- ◆ **Analysis of serious quality problems in a subsidiary of a major multinational company manufacturing electrical generation equipment. Developed plans to implement a major redesign of the new product introduction process to ensure that the needs of a rapidly changing market place were met.**



**“A typical in-house
designed part
undergoes 20
design changes.**

**An average design
change costs
£15000!”**

**Sustainable change
will only occur if the
majority of the
workforce recognise
the need for change!**

- ◆ Developed and implemented a world class new product introduction process across a £4.5 billion major multinational automotive and aerospace company. Project resource requirements reduced by around 30%. Significant product cost reductions and smoother entry of products into production. Project performance visible from top to bottom of the organisation. Culture change from blame to support. Tough targets set by project teams and rigorously tracked.
- ◆ Diversified international industrial sensor manufacturer – Implemented a culture change in this £100 million low volume high variety business to enable them to enter high volume customer dedicated programmes. Several automotive bids won as a result. Embedded effective project and programme management. Focussed the strategic plans for the business and presented a coherent “engineering” face to the customers that resulted in improved market credibility.
- ◆ Transformed a corporate manufacturing technology R&D cost centre into a profitable internal and external consultancy designing, manufacturing, installing and commissioning special purpose capital equipment.

We will give you real value for money by teaming with your staff to focus on delivering measurable business benefits that drop through to the bottom line. Whether your problem is a need for short term cost savings or long term strategic gains, we understand the issues and can help you to develop and implement the solutions.

**“If you want to
manage it you have
to measure it.”**

Joseph Juran

To see how we can help contact:

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