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delivering results

# business turnaround

## Key Attributes

- *Civil aerospace OEM with sales of £100m pa losing £6m pa*
- *Need to stabilise and develop the operational business*
- *Operational stability achieved rapidly*
- *Substantial savings delivered*

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project



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### The task

Core Partners were engaged to turnaround the client's business and support short and medium term objectives to ensure sustainability.

The client had significant customer and supplier arrears, an uncoordinated approach to supply chain management, and major quality issues.

Our work began with a rapid needs assessment to enable us to prioritise areas of opportunity.

Spend profiles and opportunity assessments were completed, and an organisational re-design was launched. Value analysis workshops were also run.

In parallel with the development of the commodity strategies, we supported the recruitment and training of new personnel. This ensured the new initiatives were effectively delivered and sustainable.

Core Partners implemented robust supply chain procedures and strategies that improved supplier performance to rapidly reduce arrears.

### Results

Core Partners achieved operational control and stability quickly., The new commodity strategies and other cost reduction activities delivered £3m per annum of cost savings.

Core Partners led the restructuring of the organisation and training of personnel to meet current and future business needs ensuring sustainability.

#### Core Partners' Chris Bocking said:

Our client was so caught up in the day to day operational fire fighting that they had lost sight of how to put the business back on track. Bringing in external, experienced consultants helped them to take a step back and look at where changes had to be implemented. Once initiated, the project rapidly delivered numerous benefits and paid for itself.

#### The Client said:

Core Partners' experience in operational improvement enabled them to quickly make a significant impact. They helped us to restructure our supply chain and supply management organisation to meet our business needs. They also delivered substantial savings that helped turnaround the company's performance.

*Managing Director,  
Aerospace OEM*