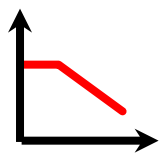
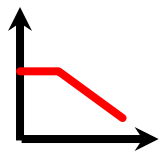


Case Study

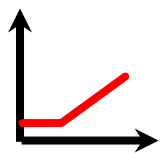
Asian Steel Producer



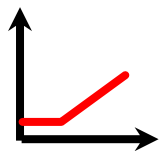
LEAD TIME



INVENTORY



THROUGHPUT



SALES

3 YEARS - PILOT AND ROLLOUT

The Challenge

- Determine how to transform a small niche player in the Asian roll-form steel market to capture a large market share
- Provide the tools, processes and culture change to facilitate huge growth in their organisation, facilities and market knowledge

The Solution

- Easy to use educational programs providing employees with the tools and methodology to initiate and manage change
- Provision of planning tools to reduce lead times and improve delivery performance, particularly with high volume orders

The Results

- Throughput increased from 10 to 30 thousand tonnes per year. Lead times and inventory were halved
- An education and training program that was used as a benchmark and rolled out to multiple sites (13) in SE Asia over three years