

# Rail Product and Services Group



## Challenges

- ❑ Establish a process to focus the team and improve financial performance
- ❑ Implement a disciplined, structured, *continuous improvement process* that supports their strategic objectives
- ❑ Develop an execution strategy to drive:
  - ✓ Availability
  - ✓ Reliability
  - ✓ Efficiency and cost effectiveness

## Executive Summary

- ❑ Manufactures gas and steam turbines, turbo generators, and world leading supplier of rail products, services, and systems
- ❑ Not achieving originally established contractual goals
- ❑ Management team did not have an ongoing training and development process for supervisors and management

## Results

- ❑ Forecasted savings in excess of \$4.5M providing greater than a 7:1 payback
- ❑ Significant improvement in locomotive reliability
- ❑ Successful training/development of supervisors enhanced throughput of facility, quality of service, and cost reduction
- ❑ Built in a systematic process for cost savings and efficiencies