

Electronics Assembly Manufacturer



Challenges

- ❑ No growth, existing revenues threatened, sub-standard profit performance
- ❑ DD program not producing saleable products
- ❑ Adversarial internal culture
- ❑ New CEO who is struggling to make the business better

Executive Summary

- ❑ Manufacturer of through-hole and surface-mount automated insertion/assembly equipment primarily for the electronics industry
- ❑ Experiencing marginal profits due to an abortive entry into surface mount technology and declining insertion business
- ❑ Culture was characterized by functional mind-set, high inventory, incremental improvement, and ineffective measurements
- ❑ Client expected major improvement in profitability with faster new product introductions

Results

- ❑ Reached all entitlement objectives
- ❑ Company tripled revenues and earnings in three years
- ❑ Cut DD CT by 50%
- ❑ Extension for \$1M
- ❑ Continuing reference