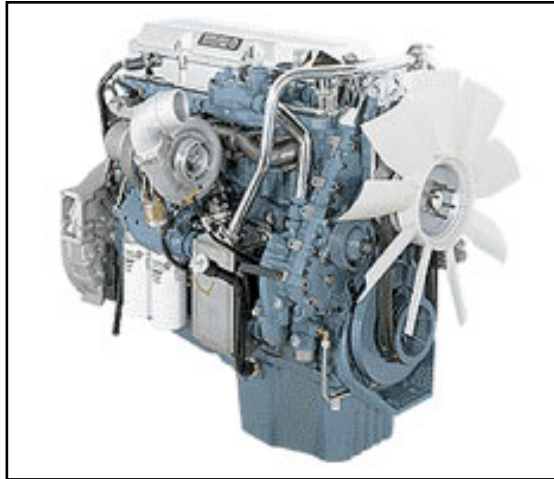


# Diesel Engines Manufacturer



## Challenges

- ❑ Needed to accelerate new products introduction
- ❑ Improve responsiveness to customers
- ❑ Performance needed to be improved to restore profitability

## Executive Summary

- ❑ Manufacturer of diesel engines
- ❑ Client faced with a major decline in market share
- ❑ Company is a LBO, therefore cash is extremely important

## Results

- ❑ Reduced inventory from 16.7% to 8.4% of sales
- ❑ Reduced order fulfillment cycle time by 45%
- ❑ Increased first pass yield by 88%
- ❑ Reduced product development and introduction cycle time by 84%
- ❑ Reduced account receivables by 21%

*“The time we put a block on the line to the time we ship an engine, went from 72 hours to just 11 hours.”*