

European Auto Manufacturer



Challenges

- ❑ Poor on-time delivery to dealers in Europe and USA
- ❑ Poor global order-to-delivery process
- ❑ Excessive factory and dealer inventory levels

Executive Summary

- ❑ Develops, produces, and markets cars and related services globally
- ❑ On-time delivery and quality problems affecting growth/market share

Results

- ❑ Cash freed-up/inventory reduced 56% in Switzerland and 34% in USA
- ❑ Improved from negative to positive operating income
- ❑ Overall quality increased 331%
- ❑ On-time delivery to dealers improved 80% in Europe and 220% in USA — #1 Europe Rating