



Executive Summary

- ❑ A manufacturer of consumer imaging systems and components

Challenges

- ❑ Excessive inventory, poor inventory turns, inventory obsolescence
- ❑ High cost of a large number of warehouses with little coordination
- ❑ The logistics cost of getting product to the customer
- ❑ Poor loading and productivity of manufacturing facilities

Results

- ❑ Inventory reduced by US \$100M
- ❑ Cost of goods sold reduced by 10%
- ❑ Inventory turns up from four to eight per year
- ❑ Ten materials and finished goods warehouses closed down
- ❑ One kitting operation closed down
- ❑ Plant utilization dramatically increased

“Excellent methodology...have the courage to tell us what we need to hear versus what’s politically correct...committed to our success.” –CFO