

Electrical Controls Manufacturer



Challenges

- ❑ Make market cycle time reduction
- ❑ Design development cycle time reduction
- ❑ Cash from inventory and accounts receivable
- ❑ Annualized savings (P&L impact)

Executive Summary

- ❑ Electrical controls manufacturing company
- ❑ Undergoing usual occurrences during course of program
 - ✓ Early Q4 1991 unplanned closing and move of Haiti operations
 - ✓ Announcement of Control Devices divestiture from GTE and the associated due diligence

Results

- ❑ Generated cash exceeding \$8.9 million (12% of revenues)
- ❑ Increased annual pre-tax earnings by \$6.5 million
- ❑ Decreased make/market cycle time by 58%
- ❑ Improved manufacturing cycle time by 74%
- ❑ Reduced design/development cycle time by 66%
- ❑ Improved sales productivity by 50%