



Challenges

- ❑ Eliminate capacity bottleneck
- ❑ Reduce manufacturing lead time
- ❑ Improve personnel productivity
- ❑ Achieve shareholder targets for earnings and ROI

Executive Summary

- ❑ Major manufacturer of narrow web presses
- ❑ Not achieving shareholder financial performance expectations
- ❑ Apparent capacity bottleneck in final assembly

Results

- ❑ Traced final assembly problems to root causes in sales and order entry processes
- ❑ Reduced order fulfillment time by 42%
- ❑ Improved net sales/people cost by 28%
- ❑ Improved earnings by 14%
- ❑ Increased ROI by 4 points