

Railway Transportation Equipment



Executive Summary

- ❑ Leading European manufacturer of rail systems and associated equipment

Challenges

- ❑ Contracts being lost to competition
- ❑ High cost of engineering rework
- ❑ Increasing manufacturing lead time
- ❑ Inventory obsolescence costs
- ❑ Gross margins decreasing
- ❑ Declining productivity and worker satisfaction

Results

- ❑ Revenue increased 110%
- ❑ Design cycle time reduced 67%
- ❑ Inventory turns increased 23%
- ❑ Available cash up 29%
- ❑ Profitability index increased 40%
- ❑ Productivity up 133%