

Large Engine Manufacturer



Executive Summary

- ❑ Gas industry leader with an international presence serving the power generation and gas compression markets

Challenges

- ❑ To maintain competitive edge, need quicker and more efficient new product introductions
- ❑ Improve competitive costs and price leverage to improve sales
- ❑ Free up cash for capital

Results

- ❑ Improved design development cycle time by 83%, product engineering cycle time by 75%, and customer response cycle time by 52%
- ❑ Increased sales volume by 25%
- ❑ Increased market share by 5.5 points
- ❑ Increased before tax profit (including sales discounts and price allowances)

“Total Cycle Time and Speed-Driven Results have made us a competitive force in the marketplace.”