

# Mechanical & Chemical Fastening Systems



## Challenges

- ❑ Design development cycle time
- ❑ Fulfillment (supply) process not continuous
- ❑ Profit improvement
- ❑ Cash flow
- ❑ Integration of sales process globally

## Executive Summary

- ❑ Supplier of worldwide construction industry with technologically leading products, systems and services
- ❑ Provide power tools and mechanical/chemical fastener systems for the construction industry
- ❑ Worldwide sales and marketing with *off-the-shelf* 24-hour delivery of innovative solutions

## Results

- ❑ Support of new corporate development strategy
- ❑ Streamlined new product development cycles
- ❑ Design development cycle time reduced by 44%
- ❑ Fulfillment cycle time reduced by 29%
- ❑ Profits remained flat with the expansion of sales and marketing worldwide
- ❑ Created opportunities for innovative management process