

Case Study

(Collaborative)

Business Transformation in Plastic products manufacturing company

Company Overview:

1. **Industry:** Plastic Products Manufacturing
2. **Location:** Three Manufacturing plants with Marketing & Sales office in India
3. **Markets:** Domestic and Exports

Challenges:

1. Struggled with delivery issues and a significant backlog of orders.
2. High inventory.
3. Cash flow problems.
4. Reducing Profit.

Strategic Implementations:

1. **Financial:** Established KPIs, monitoring, review & control methodology
2. **Operational Excellence:** Improved overall manufacturing and supply chain flow.
3. **Productivity Improvement:** Bottleneck identification and exploitation and improving flow.
4. **Employee Alignment:** Rolled out an employee performance system aligned to company goals.
5. **Business Review Process:** Established a weekly business review mechanism involving all stakeholders.

Impactful Outcomes:

1. **Delivery Performance:** Improved from 60% to 98% in six months.
2. **Manufacturing Lead Time:** Reduced by 40% in a year.
3. **Inventory Reduction:** Achieved a 35% reduction.
4. **Capacity Utilization:** Revealed hidden capacity of 35% within one year.
5. **Sales Growth:** Increased by 40% in a year.