



corepartners

delivering results

integration

Key Attributes

- *Tier 1 aerospace system supplier*
- *Post-acquisition integration of competitor*
- *Synergy identification and delivery*
- *Organisation design and team development*

3
delivered
project



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The task

Core Partners was engaged by an international engineering group specialising in aerospace systems.

Our brief was to drive cost reductions and advise on the integration of two businesses in the US and Europe following the acquisition of a competitor.

The first tasks were to conduct a detailed spend analysis and a supply chain and synergies assessment.

From these we developed a long-term plan to deliver significant and sustainable cost reductions to the business with a target of £4.8m of cumulative savings in the integration's second year.

We worked hand-in-hand with the client's senior staff to develop robust sourcing strategies to reduce total acquisition costs. These initially covered a number of spend categories including machined parts, forgings and raw materials.

An operating framework to guide the client's Strategic Sourcing team was also established and we coached and trained the new Sourcing Director and his group. Key performance indicators were agreed and used to drive and monitor improvement.

Results

The programme exceeded its targets by establishing a capable sourcing organisation that delivering savings of over £1.5m in the UK and a further £1.5m in the US in its first year. This established a run rate for cumulative savings of over £6m in the second year.

Core Partners' Andrew Jones said:

It was vital that we involved the client's team from the outset. By working together we developed the team's capabilities and gave them ownership of the project. This meant that when we left they could take the strategies and refine them when necessary to ensure the plan stayed on track. I am pleased to report that the team is now looking at savings which are above target.

The Client said:

Core Partners provided excellent guidance, helping establish robust process and developing our team. Its support enabled us to exceed our anticipated savings in the first year of our integration programme.

*Integration Director,
Multinational Aerospace Company*