



corepartners

delivering results

integration

Key Attributes

- *Multi-national Aerospace division with sales of £330m pa*
- *Division created as part of group (£1bn sales) restructuring*
- *Requirement to bring business units together to deliver synergies*
- *Substantial savings delivered through co-ordinated approach and new procurement practices*

4
delivered
project



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The task

Core Partners was brought in to advise on the integration of a number of sites and initiate a major synergy drive on purchased content.

The client had already carried out an initial spend assessment and needed Core Partners to consolidate spend as well as develop and implement a strategy to bring together the 27 businesses within the division.

We began by running our Strategic Sourcing Methodology on the printed circuit board assembly category. The businesses within the division were using more than 50 different suppliers of printed circuit board assemblies. Combining this spending power enabled the division to operate at a much higher level in the supply chain. This gave the client access to better material leverage, manufacturing economies of scale and advanced technologies.

At the same time we implemented 'quick wins' to generate immediate savings.

Core Partners' role also included the development of a transition programme and the provision of advice on the business infrastructure required to deliver sustainable change.

Results

Our client was able to take a co-ordinated approach and operate on a much higher level in the supply chain, which led to typical savings of 20 per cent. The quality and delivery performance of the new suppliers was also significantly better which reduced the client's supply chain risk.

Core Partners' Andrew Jones said:

The group restructuring clearly identified the need for the division to integrate its businesses to achieve operational synergies. By combining the division's spend our client was able to operate at a higher level, delivering savings and lowering risk. Following our success on this project, the client has asked Core Partners to look at additional commodity categories.

The Client said:

Core Partner took ownership of developing a PCBA category strategy across our global organisation. The initial focus on our North American facilities was very successful and delivered over 20% savings starting within 4 months of engagement. Core Partners have real expertise in operational improvement, this enabled them to gain instant credibility within our business units and have a significant impact.

*Vice President Lean
and Supply Chain,
Global Aerospace Company*