



Case Example

Food industry

<p>Client Situation</p>	<ul style="list-style-type: none"> • One of the European major of the cheese industry: <ul style="list-style-type: none"> • engaged in a heavy acquisition program • exporting 70 % of his production and therefore disadvantaged by a the euro/ dollar rate • supporting heavy costs and promotional complexity to support existing market shares • 2 billions euros sales turnover
<p>Important Issues</p>	<ul style="list-style-type: none"> • Achieve as many short-term savings as possible • Upgrade purchasing processes • Develop an international purchasing organisation to support medium term stakes • Implement a specific process to reduce Product complexity (packaging)
<p>Activities</p>	<ul style="list-style-type: none"> • Detailed mapping of purchases and practices • Realization of short term success stories (industrial services, manpower, telecom, etc..) • Methodological support for upgrading major purchasing processes: investments, packaging, marketing services, industrial purchases, etc...) • Coaching of cost reduction program Director • Training program
<p>Benefits Delivered</p>	<ul style="list-style-type: none"> • 30 Meuros full year secured savings • 8 Meuros impact on P&L after 8 months • Implementation of a continuous improvement process for Packaging (supported by a Plan Do Check Cycle).