



Case Example

Chemical manufacturer

Design & implement industrial clusters. Reduce cost & improve efficiency and reliability through platforming.

Client Situation	<ul style="list-style-type: none"> • Turnover €7 billion, broad geographical span (4 zones), 20 BU, 120 industrial plants, 280 product lines, 27 000 employees. • Significant resources allocated to the industrial field (60% of total employees) • 120 industrial plants : mostly small plants (less than 100 p.) and highly fragmented
Important Issues	<ul style="list-style-type: none"> • General lack of competencies mainly on strategic added values • Few sharing of resources / best practices between sites • Risk related to people and assets integrity • Loss of competitiveness on main industrial processes • Few continuous improvement
Activities	<ul style="list-style-type: none"> • Works carried out on Lyon platform (focused sites x6, 2000 people) and UK platform (dispersed sites x7, 1000 people) : • Analysis of processes and value streams (working teams): Task Assessment on each function, Task Classification (site / Platform) Savings estimates and time frame for cash generation • Platform governance & Implementation plans
Benefits Delivered	<ul style="list-style-type: none"> • On the Lyon platform : 7.5 M€ annual savings annum on sites fixed cost • On the UK platform : 4.0 M€ annual savings on fixed costs + one-off 2.0 M€ reduction in working capital (mainly engineering stores).