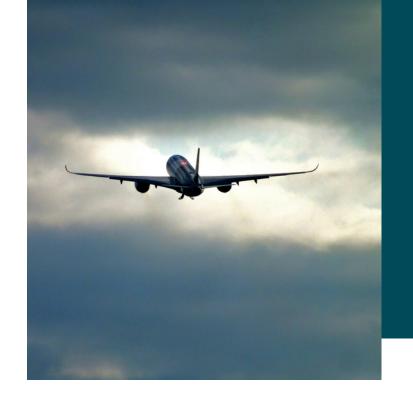


SUCCESS STORY

Drive an efficiency platform for an aircraft manufacturer



CUSTOMER BENEFITS

DOUBLE-DIGIT IMPACT (%)

/ on full-year **EBIT** in 4 years

/ on inventory reduction in 4 years, in a context of deliveries ramp-up



CHALLENGES

Our client, a leading aircraft manufacturer, wanted to prepare for the future, freeing up some financial capacities to facilitate investments in new programs. They decided to implement a company-wide plan,, addressing all costs and revenues of the P&L as well as the cash.

SOLUTIONS

To explore new efficiency levers on a company scale an **efficiency platform** has been set up.

Breaking silos between organizations, the platform included the Programs, Aftermarket, Engineering centers of competency, and Procurement commodities. It aimed at **setting ambitions**, exploring promising topics, prioritizing, and coordinating **improvements**.

Governances have been adapted to support ideation, ease decision-making, and transform ways of working in the long run.

The efficiency platform allowed to **develop specific sets** of improvement levers covering cost reduction, new revenues, and inventory reduction.

KEY DELIVERABLES



Ambition
aligned with key
stakeholders
covering both
EBIT and Cash
(Inventory)



Levers for each P&L component

Systematic screening of buy parts, engineering development, new revenues and inventory



Improvement projects portfolio

Structure and size impact of concrete projects supporting the ambition