

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