Packaging Materials Manufacturer



Business Growth of 15 percent ... Despite Major Price Pressure

The CEO was given a double digit growth mandate but faced significant downward price pressure, a challenging IT system launch, and major internal quality problems that were chewing up valuable production capacity. The company asked Mellon Solutions to join their team to help build and execute a path forward. Transformation of the company -- and the mindsets of its leaders -- would be required.

MAJOR Months 12-18 PROGRE

SUSTAINABLE

FUTURE

Months 8-12

IT failure;

maximized

production by

in value chain

reducing defects

Rebounded from

40% increase in production with no new capital, and 40% faster orderto-ship cycle, resulting in 15% revenue growth despite price pressures and sales struggles

GOING TURNING

THE SHI

DISCOVER

Pre-Arrival

Plants were seemingly at capacity but only running 30% of the time. Clients were losing patience with delays and QA failures.

Months 0-3

Analyzing and rebuilding dashboards to uncover the real underlying problems

Months 3-4

Grappling with inability to produce; getting machines up and running in line with customers' schedules

Months 4-8

The launch of a major IT system struggles and becomes an unexpected hurdle

WASTE

& DELAYS

Down 60%

COSTS

Down 25%

REVENUE

Up 15% even though sales price decreased 10%

PRODUCTION Up 40% in 18 months