

MAPPING OF INPUT-OUTPUT CYCLE + SETTING UP STANDARD COSTING SYSTEM

Project for a reputed Ready-Mix Concrete company

CASE STUDY



Challenge

- ❖ Group Management Office was not sure about the format, accuracy, matching and completeness of Input-Output ratio



Approach

- ❖ Study the core functions in the business from production planning, plant operations, material procurement & consumption, dispatches & sales among others
- ❖ Map the links of operational and financial data with those functions
- ❖ Benchmarked all interconnects between quantity and rates of input resources per unit of produced output.



Impact

- ❖ Correlated rated output for usage time with actual production data and transit mixers / pumps utilization records with sales & return quantities
- ❖ Traced back actual variable cost recorded for given period vs. standard cost & actual consumption records
- ❖ Validated material mix ratios used in standard cost sheet with actual consumption as per plant system records

NEXT LEVEL SOLUTION AND IMPROVED BUSINESS VALUATION

For a mid-size, high potential Software Development, Solutions and Services company



Challenge

- ❖ To improve Revenue/Profit/Business Valuation and Return on Investment (ROI). This is work-in-progress.....



Approach

- ❖ Re-defining Organization Structure based on 'Experience' than on Department basis. Like, Product Experience, Customer Experience, Sales Experience, Learning Experience ...
- ❖ To identify critical areas of improvement
- ❖ Reverse engineering approach: fixing customer support to improve project implementation
- ❖ Data analytics for advanced business intelligence to identify more revenue and opportunity loss areas
- ❖ Responsibility Culture and Management Meeting Culture



Impact

- ❖ Identified Product Refinement and People Management as critical areas to realize true potential in business valuation and ROI
- ❖ Targeting 25% Profit margin from the current 10% margin.
- ❖ Valuation benchmarked at 15P/E ratio on 1-3 years forward earning

**CASE
STUDY**



IMPROVED OPERATIONAL EFFICIENCY

Project for a leading local MNC in manufacturing



Challenge

- ❖ Another leading manufacturing company had a challenge of profitability improvement through a review of efficiency of finance and operations



Approach

- ❖ Generated regional MIS to understand contribution from different countries and help them expand in profitable regions
- ❖ Created excel based pricing tool to help company bid for new clients/market considering production lines, their utilization, demand, container size, etc.
- ❖ Accurately forecasting and scheduling high volume products' production on all lines
- ❖ Providing them with impact of combining shipments, keeping stocks with customers, long-term pricing contracts...



Impact

- ❖ Improved Production efficiency
- ❖ Helped company expand EBITDA

CASE
STUDY

