

What if you could...

...decrease costs without disrupting operations and reducing staff?

With Proudfoot, you can.

THE CEO OF A GLOBAL CHEMICAL CORPORATION wanted to capitalize on opportunities for savings in unit cost production, but not at the expense of worker disruptions or layoffs.

He felt that process improvements in procurement, maintenance, energy conservation and logistics were paramount to company's success.

Due to the size and scope of the project, the CEO looked to Proudfoot for guidance and support.

Joint leadership identified multiple opportunities:

- Reduce costs associated with inefficient operations.
- For example, trucks were not being loaded to full capacity, which resulted in more than 80 daily trips from the client's plant to the designated port.
- Low-value purchase orders were having an adverse effect on productivity within the procurement department.
- The maintenance department struggled with scheduling and coordination.
- Raising energy conservation awareness throughout the organization could help lower costs.
- Governance over current processes and key performance indicators were needed to track important daily milestones.



Proudfoot PROOF POINTS

Chemicals
Case Study

A TRANSFORMATIONAL APPROACH

Working together with Proudfoot, the team:

- 1 Reduced the number of lengthy trips to port** by optimizing truckloads.
- 2 Conducted a thorough spend analysis** of procurement function and consolidation of non-critical items that were causing additional work.
- 3 Established better communications and planning** with other areas of the business to improve the overall effectiveness of the maintenance department.
- 4 Built a greater awareness of energy conservation** and tighter regulations to help reduce the rate of water far below budget levels.
- 5 Developed and implemented new processes** featuring key performance indicators and short interval controls resulting in throughput improvement.
- 6 Provided hands-on training for 270 employees** on new processes introduced into the workplace.
- 7 Guided the internal leadership team** to help sustain the changes.

REMARKABLE RESULTS

18% increase in schedule attainment

7% increase in labor productivity

12% faster rate of recovery

6% improvement in throughput

- Water consumption fell below budget due to a heightened energy conservation awareness.
- Optimizing truckloads resulted in fewer trips to deliver the same amount of product.
- The procurement department became more efficient due to the consolidation of non-critical items.

"We expected Proudfoot to mesh well with our culture, just not this fast."

- Client CEO

Proudfoot