

Sample PMI of two Portfolio Companies

Chemical Plastic Manufacturer



Objectives

Efficiency & production improvement involving 8 plants focusing on facility production footprint rationalization, Throughput and OEE, Yield, Operating margin improvement

Synergies attainment - Head-count re-allocation / reduction, Procurement and Continuous Process Improvement



Tools

- Developed and installed a Management Operating System with tools, controls, reporting and review meetings
- Delivered increase in line-speeds, yield and productivity
- Reduced recipe complexity reducing cost and inventories
- Project managed site relocation and reorganization of personnel
- Overhauled procurement practices, producing commodity strategies for raw materials and technical purchasing sections
- Installed Procurement Action Database to control all actions within the Purchasing Department, reprioritizing critical items on categories by total annual spend



Outcomes/ Deliverables

- Yield - \$6.1m
- Throughput - \$1.5m
- Purchasing - \$9m
- Site closure - \$23.6m
- Margin - \$2.8m
- Other - \$12.1m
- **Total Savings \$55m within 12 months**

Proudfoot