

Components Manufacturer Company Based in Bangalore, India

Challenges

The organization faced consecutive cash losses for a couple of years as well as high Debt Burden which created issues relating to sustainability and loss of confidence among institutional lenders. Delivery on time in full were also low.

Strategy & Execution

FINTEQ's intervention started with the group by understanding the organization's present structure of workflow. We conducted an organizational diagnostic study to reveal its internal strengths and weaknesses as well its potential to grow in the components market sector and thereby in the major importing countries. FINTEQ developed and revised the long-term Strategic plan, monitored its performance monthly and made continuous improvements.

Post diagnostic, we guided the implementation of:

- Production Planning mechanisms that took On Time in Full dispatch of their export orders to high 90%.
- Investigation of new Geographical market segmentation to utilize their excess capacity.
- Business Plan focused on expanding their product range with higher value creation potentials

How it helped

From a negative Cash loss situation, the organization is now poised to grow at 30% year- on- year basis. In brief, our guidance centered around the following:

- Production Planning to improve On Time in Full delivery to above 90%+.
- Business Plan with Market Segmentation to utilize excess capacity with no adverse impact on price.
- Expand product range based on the promise of supply on demand to all OEMs across India.
- Business Plan & our Review System to guide through the process of capacity expansion for limited vertical integration.