

# HELPING A EUROPEAN MANUFACTURER OF GRINDING MEDIA SOLUTIONS TO TURN-AROUND ITS PERFORMANCE AND GET BACK ON THE GROWTH PATH

INDUSTRIES: INDUSTRIAL

SERVICES: PERFORMANCE IMPROVEMENT SERVICES



## ABOUT THE CLIENT

The client is a Belgian manufacturer of a wide range of grinding media solutions and wear resistant castings.

## PROJECT BACKGROUND

The client had a Joint Venture with an Indian company for several years which was dissolved and the client had set up a wholly owned company in India. Since the commencement of its operations the client had grown considerably in India, but after a few years the client started losing market share due to operational problems. Additionally, the client was unable to retain top talent in manufacturing operations as a result of which it faced issues with quality, costs, production and delivery.



## TECNOVA'S APPROACH AND SOLUTION

Tecnova conducted a diagnostic study to rapidly analyse the client's India operations in order to identify core issues and form preliminary hypothesis. Further, Tecnova conducted a detailed diagnosis on the priority areas by conducting a 360 degrees analysis including client's manufacturing, sales, finance and HR departments.

Tecnova also conducted interviews with customers, management team and competitors. As an outcome of the analysis Tecnova concluded the key issues with manufacturing and organizational structure and recommended corrective measures and formulated a suitable performance improvement strategy for the client.

## BENEFITS

- ✓ Rapid identification of issues related to manufacturing operations, quality management and organization structure.
- ✓ Actionable and time-bound solutions including selection of product and technology suited for the Indian market
- ✓ Revamping of organization structure for stringent control

