

Turbo Charge Your Cost Savings Manager!

In the current economic climate many companies or organizations have taken the progressive step of installing a cost reduction tsar, whose task is to take a hard look at the organization's cost base and identify / implement measures to achieve a target set by management.

This is the correct approach. Our experience shows that a manager who is freed from other duties and empowered to manage a cost reduction program, has a far better chance at success, than loose cost reduction targets assigned to line or function managers.

Most cost reduction tsars take the position from previous unrelated assignments, often because they are well experienced, understand the business area or are high potential managers. Most cost reduction tsars face the same set of challenges. While, they have senior management support, a clear assignment, a target, and a time frame, they usually face the significant challenge of defining a complete cost reduction program from scratch, and often without any prior experience in this area.

They must define a team, an organization structure, understand the underlying cost situation, find measures, assign responsibilities, communicate with staff and management, and navigate politics, set ground rules, targets, and measurements before even starting the implementation.

This can take weeks or months, to organize. Time is lost, patience runs short, quick wins do not materialize and the momentum becomes inertia. Ninety-two-percent of all cost reduction programs do not achieve their targets, primarily due to these factors.

We can help – and very quickly. Within one or two weeks, we can turbo-charge your cost reduction Tsar, by implementing our QuantumLeap Framework. Our standard process becomes the cost reduction tsar's step-by-step approach to cost reduction. It includes workshops, a roles and responsibilities concept, principles and rules, communications strategy, templates & tools necessary to identify, define and track the measures to completion, as well as best practices and measure tracking software.

Within the shortest time, your cost reduction team is up and running, and focused on the core challenge of reducing costs, maintaining momentum, and ensuring higher success levels, while reducing the possibility of unpleasant year-end surprises.

About Cost Improvement

Our focus is continuous cost improvement – Our speciality is structuring cost savings programs – Our value proposition is target achievement.

We work with customers who recognize the need to implement a cost savings, cost improvement or turnaround program, and see the benefits of managing the cost saving activities under one project or program. We bring the structure – Our customers bring the savings ideas – although we can help here too, if requested.

Cost Improvement Consultants has its roots in the global Automotive Industry. Each partner has at least 15 years of hands-on operational experience. We represent many industry sectors and business functions. We understand the importance of working in a pragmatic, no-nonsense spirit with our client's team.

As an international team, we understand the challenges faced by cross-cultural and matrixed organizations, and can therefore operate effectively both nationally or internationally. Over the years, we have seen a lot of cost-improvement activities. Some were good, but many were only marginally successful. This experience together with the events of the Financial Crisis, gave us the drive to set-up the practice, with the vision of establishing a far higher standard in the area of cost-improvement.

We hope you share our vision, and look forward to working together.