

We developed a solution selling business for CLIENT with clear value propositions for their customers

Approach

1

Segmented and prioritized customers in the market according to cost efficiency and sophistication of capabilities

2

Defined value propositions to each segment

3

Defined an **enhanced services setup** with dedicated competences

4

Designed key tools and capabilities required (e.g., risk assessment, NPV calculation approach, training modules, etc.)



Module		Sources of value (EBITDA potential)		
		Throughput optimization	Cost optimization	Quality
Operations	Plant management			
	Technical management			
	Workforce excl. plant and technical management			
Maintenance	Major maintenance project management			
	Preventative maintenance			
	Rapid on-call maintenance			
Supply chain	Complete plant spares ordering service			
	Holistic inventory management			
Consulting				
Skills Development	Capability/technical specialized skills			
	General operations			
Equipment	New line			
	Plant optimisation			
Financing				