

Acquisition Integration Programs

Client

World's leading construction and mining equipment, diesel and natural gas engines, industrial turbines and diesel-electric locomotives manufacturer.

Business challenge

The client's acquisition was the biggest in company history. It resulted in a significant increase in product offerings for the clients' dealers to sell and service. It also brought with it:

- The need to migrate from customized engineer-to-order products towards a defined product structure for all products
- The need to adhere to the clients' corporate standards for design work
- The need to establish repeatable supply chain processes
- A sizeable field population of existing machines which needed to be serviced through dealerships

Approach

ThoughtFocus provided strategic consulting and program management services to define and implement a playbook in order to fully integrate the acquired company's legacy into the client's traditional business processes:

- Programs were defined and managed to support product and business strategy
- Programs were defined and managed to support full NPI per the client guidelines
- A strategy for product engineering model conversion was outlined
- Service, engineering, procurement/sourcing, and manufacturing integration programs were developed
- Parts distribution and dealer integration programs were developed

Results

The integration initiative was recognized as a strategic program to service legacy parts and products through the client's global dealership network:

- Successful dealer integration led to successful parts streams to dealerships
- The client is on track to realize potential value proposition of \$1.3 billion across product groups
- IT cost savings of over \$8 million annually through integration programs were realized
- Multiple vendor and supplier channels were collapsed, resulting in increased reliability and cost improvement

Business benefits

- Cost reduction and increased reliability by collapsing multiple vendor and supplier channels
- Reduced duplication
- Ease of business through integration programs

ThoughtFocus is a US based, privately held consulting, software engineering and business process management firm with offices in the US, India and the Philippines. We help clients in avionics, education, financial and insurance services, manufacturing, payment and loyalty solutions industries with their key business and technology challenges.

ThoughtFocus is a Blackstone Innovation Fund portfolio company.