



INDUSTRY

# Industrial

Bring Breakthrough Performance for Your Competitive Advantage



## Does your organization struggle with:

- Attracting and retaining skilled workers
- Lack of a structured Management System
- Production bottlenecks, poor or nonexistent flow
- Ensuring operational capability to support innovation
- Labor costs exceeding plans, or unavailability of labor
- A lack of operational ability to respond to market demand
- Hitting critical production KPI targets on an hourly or daily basis

## Leverage TBM's deep expertise in industrial manufacturing to:

- Accelerate adoption of proven lean methods
- Strengthen supply chain management
- Increase workforce engagement and productivity
- Optimize operational efficiency and quality control
- Control spend and manage procurement efficiently
- Enhance quality, capacity, compliance, and cost-efficiency
- Improve equipment flexibility equipment/capacity utilization

## Driving Operational Excellence in Industrial Products for Over 30 Years

At TBM, we have over 30 years of driving breakthrough improvements in the Industrial sector. Our seasoned manufacturing consultants partner with you to accelerate productivity and performance through our specialized industrial products consulting services, focused on operational excellence, strategic asset management, and advanced manufacturing practices. Our commitment to speed in tackling your specific challenges and those of the industry means taking operational performance to the next level beyond your competition.

### Our industrial industry focus areas:

**Lean Transformation System:** Streamline operations and reduce waste through our Lean Transformation System. By analyzing and improving workflow efficiency, we help companies minimize production costs, enhance operational flexibility, and achieve consistent quality. Our approach includes optimizing production lines, reducing cycle times, and implementing pull systems to align production with customer demand.

**Asset Utilization:** Maximize asset performance with our strategic asset management services. We focus on increasing Overall Equipment Effectiveness (OEE) and ensuring preventive and predictive maintenance are carried out efficiently. Our strategies aim to extend equipment life, reduce downtime, and lower maintenance costs while boosting productivity.

**Talent & Leadership Solutions:** The sector demands a highly skilled workforce capable of managing advanced technologies and complex processes. We tailor our approach to your human capital needs by quickly improving your organization's talent capability and culture with innovative ways to find and develop high caliber, motivated employees at all levels of your operations.

**Management System:** Enhance your management system to drive success in operations. Our experts collaborate with your team to refine daily management processes, operational leadership, and align Key Performance Indicators (KPIs) to essential business metrics, ensuring that strategic objectives are effectively cascaded throughout all organizational levels.

## About TBM Consulting Group

TBM is a global operations and supply chain consultancy with deep roots in operational improvement and lean manufacturing. Many of our consultants have worked in or with manufacturers during the course of their careers—with extensive expertise in areas such as automotive, machinery, electronics, metals, textiles, and beyond. Our senior management consultants have 25+ years of hands-on experience in C-suite, operational leadership or continuous improvement roles.

### Industrial Industry Results

#### HUBBELL, ELECTRONIC PRODUCTS MANUFACTURER

##### Strong Competitive Advantage, More Responsive, Higher New Product Success Rates

- Increased operating profit margins to 15% from 4%
- Increased net income from \$48MM to \$268MM
- Recovered from recession faster and increased revenue to nearly \$3B today from \$1.3B in 2001
- Reduced inventory from 93 days to 49 days and generated \$240MM in cash in five years
- Increased EPS by 338% from \$0.82 in 2001 to \$4.42

#### LIGHTING MANUFACTURER

##### Diagnostic, Management System Implementation and Improved S&OP Process

- Increased annualized sales by 30%
- Reduced overtime of total labor from 21% to 2%
- Reduced labor hours per unit by 50%
- Improved plant-wide Overall Equipment Effectiveness (OEE) from 54% to 80%
- Staffing reduced by 22%

#### BUILDING PRODUCTS MANUFACTURER

##### Lean Transformation, Optimized Inventory and TPM Implementation

- Increased revenue by 32%
- Increased earnings by 400%
- Improved on-time delivery by 12.3%
- Inventory turns increased by 62%
- Productivity improved by 12%
- Reduced maintenance downtime by 71%
- Capital avoidance over \$2M

Serving North America  
Latin America,  
and EMEA regions



## Speed wins every time.

TBM specializes in operations and supply chain consulting for manufacturers and distributors. We accelerate operational performance to make you more agile and help you accelerate business performance 3–5x faster than your peers.



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