

Business Transformation Aviation Sector

Our Client

Transporting 71 million passengers a year to over 300 destinations our client is one of the largest airports in Europe.

Introduction

Due to European Legislative Change it was clear that the group would not meet their EBIT or RONA targets.

Challenge

Significant historical investment in Six Sigma training and consultancy had not translated in to tangible benefits and posed a risk to delivery of revised EBIT figures.

Solution

Starting with the business plan we identified several areas that were not performing and additional activities that could improve the performance of the business plan.

Result

Our approach of starting with the business plan and working the executive team to realign the transformation strategy ensured a quantifiable and measurable link between the financial performance of the business and the activities of the change teams. An 8% EBIT improvement was achieved along with an 80% deferral of capital investment costs for 24 months.



Our Approach

Financial analysis of business plan with executive team across four operational areas including:

- Aviation
- Customers
- Real Estate
- Group activities



SYSTEM
ARCHITECTURE



PROCESS
SIMPLIFICATION



MANAGEMENT
REPORTING



ORGANISATION
DESIGN



PROCUREMENT
SYNERGIES



REAL ESTATE
SYNERGIES



TARGET OPERATING
MODEL