

## Case Study

### **Hydraulics Company undergoes rapid transformation including a 35% uplift in production with no extra internal resource**

MP Filtri Ltd, contacted Strategic Business Development & Support for help with understanding how to develop a strategy for growth and to change the culture of the business through introducing continual improvement.



**“Adrian Martin from Strategic Business Development & Support Ltd was contracted from January to October 2019 to deliver two change management projects, the first one to our CMP production area and the second one to our Customer Service Department. We couldn’t be more pleased with the solutions implemented and results obtained in only 10 months.**

**Adrian always ensured that MP Filtri UK management was kept informed throughout the entire project. His Attention to details, ability to communicate effectively and skills to change management was like a breath of fresh air.”**

***Francesco Chessari Executive Director***

Adrian Martin has been working with the business to deliver culture change and to develop the structure of the business to facilitate the current and projected growth for the business to keep it sustainable.

This change has been delivered coaching key people within the business around production processes and how to measure and uplift production using continual improvement techniques.

Work has also been delivered on identifying and implementing structural change within both the CMP production department and the customer service department to allow more flexibility and an increase in efficiency in both departments.

The business has benefited from a change in mindset and education of what good looks like to allow the manufacturing and servicing department to improve layouts and productivity as well as utilising less floorspace to facilitate the creation of space for potential new products.

Development of systems that has allowed 35% of growth in the last 10 months, with no extra internal resource required to allow this growth.

This has involved the mapping of current and developing new processes to allow the business to create the capacity to grow through increased productivity and the removal of inefficiencies in processes.

**“It is a great pleasure to work with the MP Filtri UK team - to help them change from a business that was performing in an unconsciously competent way and to guide the transition to Conscious Excellence.**

**The management team now possess the ability to think strategically and have the vision to grow the business further through diversification and now having the thinking space to see opportunities that were being bypassed before and therefore allowing the business to grow further as well as the development of agile processes within the business to create the spare capacity to allow more growth and profitability to be realised”**

**Adrian Martin, Business Coach**



**“Adrian brought our project to a close within the budget allowed and was excellent in looking at ways in which we could save or make money.**

**Our product range of contamination monitor particle counters is very unusual and required some thinking outside the box and problem solving, despite that Adrian was always willing to engage in conversation and his activities helped us tremendously in increasing production on our main products by more than 35% and enhancing teamwork and employee engagement. We greatly enjoyed it!”**

***Francesco Chessari***