

Business Case

Operational
Excellence

Metaco



PROJECT PRICE CALCULATION

Metaco is a specialist in industrial metal construction. A one-stop-shoppartner in metal processing & surface treatments. The price calculation is made on the basis of 2 factors and does not take into account additional variable or fixed costs.

Project goal: create a new price calculation model that takes all factors into account. Furthermore, make optimizations in the production and storage process.

SUCCESS FACTORS

Stakeholder management



Communication



Analytical capability



Solution oriented



A price calculation is very important for the profitability of the company. Many factors play a role in this price calculation. I first had to understand all the processes, speak to employees from all departments and collect the master data that was missing. Before I could implement the necessary optimizations, I had to win the trust of all stakeholders. The solution has to work for everyone, not just for a few.

Bilal Aouad

Project approach

- Kick-off meeting to discuss the goal, the wanted results, the KPI's and the expectations
- Conversations with colleagues from all departments
- Analyze communication and observe the working method for the production & storage process
- Analyze pain points
- Collect master data of the prices and costs in Excel
- Test and determine formulas for the cost price calculation
- Formulate and test optimization suggestions for communication flow, safety and other processes
- Schedule regular feedback and Q & A moments with all employees
- Presentation for stakeholders

OPEX TIPS FOR COMPANIES

- Collect detailed information and data on all company and production processes.
- Don't forget about the action/reaction principle: often, there are a lot of small things that aren't an issue at the moment but do require action to prevent them from becoming one in the near future.
- Implement your quick fixes: these small improvements quickly make a big difference!
- Communication is the key to success! Involve all parties and schedule regular feedback meetings.
- Appoint a central or single point of contact (SPOC) that maintains a helicopter view on the project.

DIFFICULTY

I immediately noticed that Metaco had grown very quickly from a family business to a successful big business and was now experiencing the typical growth pains. Initially, it was quite chaotic and there was almost no data available. I had to start from scratch. By working together with all parties and clearly stating what the end result should be, I started the project with a clear goal in mind.

SUCCESS

By doing just a few minor optimizations, we have significantly improved the efficiency of the production process and overall safety. As a result of this increase in efficiency, production costs have decreased.

I was looking forward to the mentorship and I enjoyed having a colleague on a project with common ground. It gave me satisfaction to see Bilal easily step out of his comfort zone and use his curiosity to discover new paths. In addition, he meticulously gathered all data and information and has a critical eye when processing and judging. Exactly what Operational Excellence needs.

- Kris Van Nieuwenhove
Senior OpEx consultant



Bilal dares to discover outside his comfort zone, is driven to learn and thinks along with the client to achieve the best possible result.

Why Pauwels Consulting?

Pauwels people are talented, experienced employees with an opinion. Our experts can quickly obtain a helicopter view of the organisation and always keep our motto in mind whilst working: 'if you want to go fast, go alone; if you want to go far, go together',



Personal approach



+650 experts in engineering, life sciences & IT



A long term vision for employees and company



Proactive thinking & acting accordingly