



CPO Clean tech a major player in Global Wind Industry

Integrate into client organisation

Immediately implemented an assessment of the organization, internal stakeholder expectations, customer expectations and opportunities for improving operational performance across Quality, Delivery, Cost and Service. Presented and agreed a plan with the Board that included building organizational and supply chain capability; expanding the global footprint of the business, bottleneck suppliers, contract risk sharing principles, compliance (internal spend and external contract pricing), addressing disconnects in the new product introduction process and customer satisfaction drivers and developing leadership competencies within a team of 250.

Impact on the business / bottom line

The project brought a 25% improvement in contractual coverage and compliance with double digit historical pricing non compliances recovered on major contracts. Gaining board acceptance within key bottleneck suppliers for a joint improvement programme using Lean manufacturing reduced material backlogs by more than 75%. In addition, development of new suppliers across bottleneck areas secured long term growth capability across Asia, Europe and North America. Using both demand side and supply side leavers secured >€50m bottom line improvement over 18 months where previously cost increases the norm. Introduced new global procurement policy that provided a new framework for risk sharing, technical collaboration and supply contracts.

Working style

Fully integrated into management team contributing across strategy, organisation, customer issues, technical plans, financial plans and team building. Culturally competent working across a global organisation bringing auto/aero best practices and a passion for innovation, business change and successful implementation.

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