

The capability to root icebreaker project strategy in hard facts...

Nuclear Industry procurement strategy

- Procurement benchmarking and review of nearly £1bn spend for a UK incumbent
- Change management of entire procurement function for a UK incumbent
- Strategic partner selection for a UK incumbent
- Advising the board of a US Tier 1 contractor on their UK nuclear bid strategy
- Post NDA nuclear strategy development for a Tier 2 contractor
- Training and coaching of senior managers at a construction company entering the UK nuclear market
- Advised the DTI in process of setting up NDA
- Chaired NIA review of supply chain structures following NDA era

Water Industry – OPEX review

- OPEX review of 'minor' capital works amounting to £60m pa
- OPEX outsourcing strategy review
- Strategy review for non-regulated part of large water utility
- Competitive strategy development for non-regulated part of large water utility
- Procurement strategy development for last regulatory review
- Procurement negotiation support for last regulatory review
- Best value design consultancy review
- OJEU and Utilities directive procurement process advice

Energy Sector Acquisition and operations turnaround

- Acquisition support for a 'Big 6' energy provider buying a smaller competitor
- Trading and hedging strategy benchmarking against other 'Big 6' organisations
- Debt management benchmarking and strategy review
- 'Mid-market' customer strategy review
- Efficiency review of housing developer channel, helping customer reduce average commission per house paid from £80 to £55
- Channel management and efficiency review
- Call centre HR strategy review and benchmarking achieving nearly 20% reduction in staff churn

Market analysis j1s

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