Electronic Equipment manufacturer

The company was one of the first to enter the hospitality systems market and had grown from zero to £15m turnover in eleven years. Notwithstanding a full order book, the firm never shipped over £14m in a year.

Collingwood Supply Chain increased throughput to £20m t/o with no additional people of resources. Volumes continued at £20m or greater in succeeding years.

To support Collingwood Supply Chain, Collingwood helped the client implement controls over bills of material and perpetual physical inventory (PPI), which fitted into the existing client IT infrastructure.

Turnover pre Collingwood Supply Chain: £12.4m

Turnover with Collingwood Supply Chain (following year): £19.5m

Electronic Parts Manufacturer

The client was a £6m t/o electronic components manufacturer and part of a 34-company international group. The company had failed to generate the necessary throughput during its seven-year life. By implementing Collingwood Supply Chain the client increased turnover to £15m (£29m the year after my leaving) and moved into profit. 

Turnover immediately pre Collingwood Supply Chain: £5.9m

Turnover on implementation of Collingwood Supply Chain: £15.2m

Turnover year after implementation of Collingwood Supply Chain: £29.1m

To support Collingwood Supply Chain, Collingwood helped the client implement controls over bills of material, install perpetual physical inventory (PPI), which fitted into the existing client IT infrastructure, and developed links with its main customers.