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Strategy
Consulting

Business Case

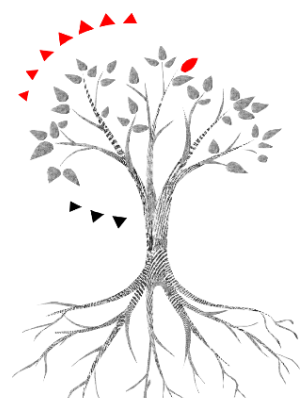
“Turnaround Support and Cost Saving”

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“Turnaround Support and Cost Saving”

Industry	Telecommunications
Functional Practices	Turnaround Management
Client Description	The client is a multinational data networking and telecommunications equipment company, operating in 150 countries with approximately 60,000 employees worldwide. His operations are organized into two major business units: Mobile Broadband (MBB) and Global Services (GS).
Mandate	The client began struggling as a result of an increase in competitors within his market segment. By announcing a worldwide restructuring program, the client is making an effort to reduce cost and focus on the business at its core. Within a subproject of the entire restructuring initiative, the client requested transparency regarding its worldwide warehouse locations, and advice for reducing overall costs and storage space.
Methodology & Achievements	<ol style="list-style-type: none">1. Developed a data cube regarding worldwide warehouse information in terms of:<ul style="list-style-type: none">○ Headcounts;○ Costs;○ Square meter;○ Purpose, etc.2. Developed a global storage and warehouse footprint3. Developed a deep dive analysis regarding warehouses with expected quick-wins4. Took a top-down approach in determining savings potential and performed a bottom-up verification5. Identified savings potential and prepared a project outcome report6. Presented project outcomes in front of the chief restructuring officer (CRO)



Please contact us for further information.
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