

Oliver Wight

OLIVER WIGHT

Oliver Wight

Changing the Face of Business



Who we are:

Oliver Wight is a team of seasoned business improvement specialists with broad industry experience and a steadfast commitment to help our clients achieve their goals. The focus is not to just help organizations improve but to ensure they achieve results that last.

Using an integrated approach to improvement and change management, our clients dedicate their efforts to activities that create value. Here are examples of value they report:

- increased sales and market share
- broader operating margins
- development of new, more competitive products
- improved cash flow
- increased return on assets

Engaging Oliver Wight gives you a program specifically engineered to suit the very core of your business, focusing on working with you to achieve substantial results as quickly as possible - typically a return on your investment ranging from 300 to 3,000 percent. Clients know from the outset what costs to expect and the benefits to anticipate with our customized programs.

“ Oliver Wight was steadfast in their pursuit of manufacturing excellence while empowering us to achieve milestones and goals. Our overall experience with Oliver Wight exceeded our expectations. ”

*James E. Despain,
VP & General Manager,
Caterpillar, Inc., USA*



Some of our clients:



Abbott
Australian Nuclear Science and
Technology Organisation
Australian Red Cross Blood
Service
Ball Asia Pacific
Bayer
Bluescope Steel
BP Lubricants
BOC Gases
BWA Water Additives
Campbell Soup
Cargotec Corporation
Caterpillar
CAT Logistics
Celanese
Chiesi
Coats
Cummins
DePuy
Diageo Brands
DSDA (MOD)
DSG
DSM
DuPont
DVL
Famar
Farm Frites International
FCI
F G Wilson
FMC Technologies
FRAM Group
Fosters Group
GE Aviation
George Weston Foods
GlaxoSmithKline
General Mills
Genzyme
Georgia Pacific
Häagen Dazs
Hachette & Driout
Hansen Transmissions
Hempel
Henkel
Hershey's
Hewlett-Packard
Highland Spring
Hospira
Hispano Suiza
H.J. Heinz
Homeloan Management
Huhtamaki
Humberside Police Force
Huntsman
IFF
Intervet
Jaguar Land Rover
John Deere
Johnson Diversey
Johnson & Johnson
Kimberly-Clark
Kraft
Landis+Gyr
Leaf International
Leggett & Platt
LF Beauty
Linde Heavy Truck Division
LM Glasfiber
Lonza
Luxfer Group
Mars
Merck
Messier Dowty
Moog
Mölnlycke Health Care
Molson Coors
Mondeléz International
Morgan Carbon
Morgan (Carpenter Certech)
Motorola
Nampak
Nestlé
Novartis
Nutrition & Santé
One Steel
Ono Packaging
Oriflame
Panache Lingerie
Pfizer
Pilkington
Premier Foods
Premiere Kitchens
Procter & Gamble
Promens
PZ Cussons
RD1
Revlon International
Ridley AgriProducts
R J Reynolds Tobacco
Rotary Power
PPG Industries
SABMiller
Safran
Saint-Gobain
Sanofi Pasteur
Schick
Schrader Electronics
SC Johnson
Selex Galileo
Simplot
Smith & Nephew
Smiths Medical International
Smucker's
SNCF
Sneema Moteurs
Stahl
St Jude's Medical
Sun Chemical
TE Connectivity
Thales
Tiger Brands
Treasury Wine Estates
Tyco Electronics Energy
Yildiz Holding
Unilever
United Biscuits
Unite Modular Solutions
Uponor
Vion Foods
Watts Industries
W D Irwin & Sons
Westinghouse
Weyerhaeuser
Wrigley
Zambian Breweries
Zimmer Orthopedics

“The Oliver Wight approach really helped us to train and develop our own champions, instead of relying heavily on consultants.”

*Jacqui Caulfield,
Executive Director of Manufacturing,
Australian Red Cross Blood Service, Australia*

Sustainable business improvement

Knowledge transfer

Sustainable business improvement can only be achieved by your own people. Unlike other consultancy firms, we transfer to our clients our knowledge of how to operate to best practices.

Your executives will develop a clear understanding of corporate strategy and objectives, priorities, and compelling business needs. We coach you to define your vision and drive change throughout the business, to achieve sustainable results.

We provide:

- Education
- Process design workshops
- Coaching and mentoring

Oliver Wight works with leadership, management, and tactical team members as they design, implement, and operate the new way, with a single-agreed agenda for success.

You can gain a competitive advantage and achieve your company's goals by tapping the Oliver Wight knowledge base, thought leadership, and global hands-on experience.

“ As a result of the integration, everyone, from the people developing the strategy to the people ordering the raw materials, now better understands how their roles impact the entire business. ”

*Kurt Martin,
Project Leader & Demand Manager,
Solutia, USA*





Thought leadership and global experience

Oliver Wight is the largest worldwide consultancy of its type. Our principals have extensive experience in a wide range of industries, large and small, complex and simple, by helping them improve their business processes.

They come from businesses that have received Oliver Wight Class A certification and who have become recognized thought

leaders in the field. They will educate, coach, and mentor your team to improve business processes; driving rapid success and lasting results.

“ Working with Oliver Wight has been enlightening and inspiring. They have been essential in providing the knowledge that has underpinned the transformation of our planning processes, and the resultant performance improvements... ”

*Craig Griffin,
Marketing Manager,
Griffin Foods, New Zealand*







Oliver Wight:

The man and the inspiration

Oliver Wight (1930-1983) founded the company in 1969. A pioneer in manufacturing management, Ollie recognized the day-to-day problems companies faced. He looked to the future and found ways to improve. He had two great gifts: making complicated subjects simple and breaking down barriers between people.

In the early years of the 'computer revolution,' the role of people became misplaced, but Ollie made it his personal mission to put people back

where they belong - at the center of the organization. His philosophy, 'computers are not the key to success; people are,' remains at the core of the Oliver Wight Companies.

In a time when information technology was coming of age and manufacturing was going global, Ollie helped many top companies improve and become stronger competitors, gaining him an international reputation as a thought leader which lives on today.



*“For a boss you’ll do what you have to;
for a leader you’ll do what you can do.”*

Oliver Wight



The Integrated Business Model

Your strategy for business excellence

Oliver Wight is the originator of Integrated Business Planning (Advanced Sales and Operations Planning) and a pioneer in Supply Chain Design, Optimization, and Performance Benchmarking. You can improve your business processes, as many of our clients have, in these areas:

- Strategic Planning
- Integrated Business Planning (Advanced Sales and Operations Planning)
- Product Management
- Demand Management
- Supply Chain Management
- Internal Supply Management
- External Sourcing and Management
- Driving Business Improvement
- Leading People and Change

We coach, mentor, and work shoulder to shoulder at all levels to guide, answer questions, and help you resolve issues that can thwart your progress.

The Integrated Business Model provides a robust structure for your improvement program. Linking your strategy with current business performance, it allows you to manage your business over an extended horizon of 24 months or more, with a single agreed-upon agenda for success. Gaps are detected, and actions are identified to close those gaps.

The Proven Path

A road map for your journey

The success of our clients is based on their adoption of the Oliver Wight approach to change management, known as the Oliver Wight Proven Path. This methodology is based on over 40 years of experience in implementing change and process improvements with hundreds of companies. It provides a road map for successful implementation with sustainable results in addressing strategic priorities on their journey to business excellence.

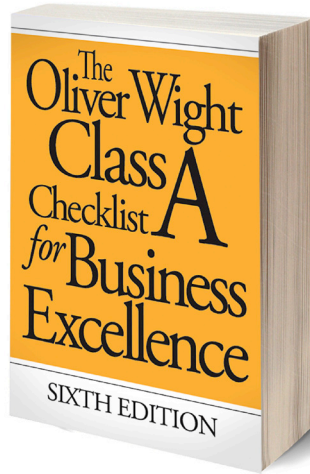
The Proven Path methodology encapsulates:

- Leadership Phase: To excite and drive commitment for change
- Development Phase : Where, through education and design workshops, a critical mass of key influencers will own new practices and become 'agents of change'
- Ownership Phase: To leverage capability starting with 'cascade education' to ensure all users understand the new practices, the reasons for change, required behaviors, and performance expectations
- Monitoring: Ensuring sustainable results and desired outcome by monitoring progress along the way

“Thanks to Integrated Business Planning and Class A, I can directly attribute €300,000 of savings in production, including waste elimination from processes.”

*Umberto Ferretti,
Managing Director for Southern Europe & Central region,
Watts Industries, Italy*





The Oliver Wight Class A Standard

How do you measure up?

The Oliver Wight Class A Checklist for Business Excellence is the globally recognized, comprehensive statement of excellence in business today. It recognizes the efforts of your people and can be used with clients and customers to prove your efforts on their behalf. First deployed in 1977 as a simple list of twenty questions, it has grown by virtue of experience accumulated from

working with clients as the standards for excellence have increased and the scope of business has become evermore competitive. Your people can see for themselves what excellence is and what each of them has to do for the company to become excellent. Oliver Wight Class A is all about helping you be in a position to win consistently in your business.

“In less than a year after we were producing the metrics required for the Class A standard, inventory has (been) reduced by a cool million euros and, perhaps even more impressively, operating costs are down by another million euros. And it doesn't stop there; the team has its eye on a further €400,000 of savings in the next 12 months.”

*Mike Snape,
UK Supply Chain Manager,
AkzoNobel Packaging Coatings Inks, UK*

Changing the face of business

Oliver Wight has a 40-year track record of delivering business improvement to some of the world's best-known organizations. We believe that sustainable improvement can only be made through your own people. So unlike other consultancy firms, we transfer our knowledge to you, which means you can achieve performance levels and financial results that last.

To learn how Oliver Wight can help your company to improve its business performance, call us today.



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