



**Proudfoot**

**AEROSPACE  
PROOFPOINT**

What if you could...

meet your new launch date & sustainably improve your productivity in R&D by 15%?

With Proudfoot, you can.

**The CEO of a premier aerospace company was faced with competing problems: increasing customer demand and the use of new materials, but also a lack of available engineers in the market. Realizing that they needed to achieve a productivity step change in the Design & Development Departments, and with a new aircraft being readied for release, the CEO called in Proudfoot for help.**

It was imperative that the company recover the delays incurred and release the new aircraft on time.

Determined to avoid errors and lengthy realization times which would further impact costs, the CEO sought to roll out a cross-border, cross-functional improvement plan.

With Proudfoot's support, the team went about steering the project 'back on track' – clarifying views and goals, and analyzing areas to create a transformation roadmap.

### Transformational Approach

With 900+ people worldwide, 600 engineers at the 2 main development departments, and 300+ subcontractors, alignment was the key.

- A combined client-Proudfoot team analyzed relevant R&D functions, project management, and all internal and external interfaces, identifying opportunities for recovering incurred delays and ensuring schedule adherence.
- The team oversaw a step change in project management, as well as improved contractor management, interface coordination and alignment, and a more proactive day-to-day management approach for issue resolution. Long and short term plans with short interval controls were also implemented to overcome entrenched habits and drive results.
- Employees and contractors were coached to adhere to new project, interface, and contract management tools. Engaging and enabling people to use these new skills and behaviors ensured the sustainability of improvements and results.
- Cross-border and cross-departmental alignment, communication, and transparency fostered a unified team, creating a stronger commitment to improving development gates adherence and on-time delivery, alongside increased productivity.

"We urgently needed to increase output of our A350 engineering department. Our engineers are a rare commodity, so we thought the only way to improve productivity was by acquiring new systems or equipment. But the Proudfoot team gained the respect of our engineers quickly, helping them achieve significant productivity gains."

**JORDI BOTO-RODRIGUEZ, SVP,  
HEAD OF POWER8**

### Remarkable Results

The CEO successfully met the aircraft launch date.

The client is experiencing increased engineering capacity, reduced labor costs, reduced overruns, as well as improved execution and visibility.

**15%** performance improvement in R&D functions

**90** equivalent additional engineer capacity gains

**20%** reduction in overtime