

Building Lean Foundations to Support Rapid Growth

Pipeline Solution Provider

Scale: 142 employees | \$116M (USD) Annual Revenue

Adonis Partners helped a global pipeline solutions provider strengthen its plant operations and leadership through continuous improvement practices, resulting in scalable growth and optimized costs.

- ✓ Established a culture of continuous improvement through kaizen workshops and expert coaching
- ✓ Drastically boosted both sales and on-time delivery performance
- ✓ Enabled scalable growth by developing new metrics and processes



32%

Increase in Sales
in 1 Year

3%

Decrease in Labor as
a Percentage of Sales

80%

On-time Delivery
Performance - Up From 55%

A global pipeline solutions provider experienced operational challenges throughout the launch of its latest product. Despite strong market demand, the plant's performance was operating through the heroic efforts of a vital few. Leadership recognized that to hit their 30% year-over-year growth plan, the business needed more effective plant leadership, management, and procedures.

Adonis' expert consultants stepped in to build a strategic roadmap for the three areas of need: people, processes and investments. New metrics were established to properly manage capacity, schedule production, track work-in-progress, and inventory. Blanket orders with key vendors streamlined material availability, while daily meetings and floor huddles supported the production team and tracked production-to-target. In parallel, employees were trained on continuous improvement through 5-day Kaizen workshops and expert coaching.

By shifting from reactive to proactive operations, the plant saw immediate and measurable improvements. Sales rose an astounding 32% in one year, while on-time delivery performance jumped from just 55% to 80%, thanks to enhanced scheduling and production visibility. Labor as a percentage of sales dropped from 7% to just 4%. What began as a transformation of process and leadership became a lasting foundation for sustainable, scalable growth.