

Let's prepare for this future together

- ▶ Training and/or coaching in Lean Management
- ▶ Lean Management consultancy, Supply Chain Management
- ▶ Project management and coaching
- ▶ Transition project manager
- ▶ Business Development
- ▶ "Renting" General or Operational Director

**SUPPLY CHAIN
MANAGEMENT
LEAN MANAGEMENT**

Flexibility - Efficiency - Adaptability

A customised approach

Step-by-step

Diagnosis & Road Map

We help you to diagnose your company and to find the projects that will be the levers of your performance.

We adapt the choice of projects to the maturity of your company and your strategy

Progressive Training and Coaching

We train you in the basics of Lean and/or the tools that will allow you to reach your goals.

You will learn more by applying on your project and being coached than by undergoing a long and theoretical training and doing your project alone

Project management & coaching

After the diagnostic phase, we support you in your transformation process.

We can manage some of your transformation projects, but also help you deploy your improvement action plan.

Manager/ Transition Project Manager

Creating a Lean/Transformation team or managing an existing team

Managing Lean projects within your company

Business Development

We support you in finding new strategic opportunities, for example by cultivating partnerships or other business relationships, or by identifying new markets for its products or services.

"Renting" of a General Manager or Operational Director

"Renting" a General or Operational Director frees the CEO from certain administrative and operational tasks, in a context where the Covid crisis has upset the commercial approach and the organisation of work. This formula is ideal for companies that cannot yet afford to recruit but need a person dedicated to managing the company for a given period of time.

Diagnosis and recommendations

We carry out **the strategic and operational diagnosis**, define the improvement path, transform your organisation with you by developing improvement workshops, consolidate the activities to achieve sustainable results in your organisation and design your own Continuous Improvement Management System.

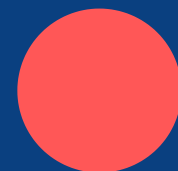
Analysis can improve company competitiveness, customer service and overall profitability.



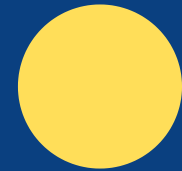
Value Stream Mapping (VSM)



ROADMAP Workshop



RASCI- Diagram of Gantt- Timeline



performance indicators (KPIs) y reports



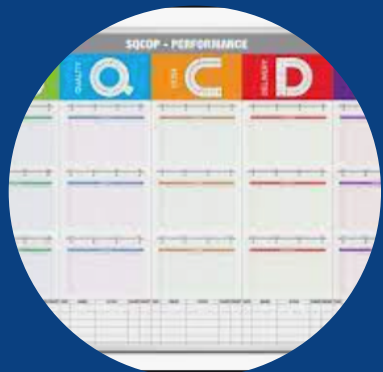
Some training and/or coaching in LEAN tools

By integrating LEAN and business improvement methodology into implementation projects, SCM Efficacy Consulting generates immediate impact and accelerates sustainable operational change.

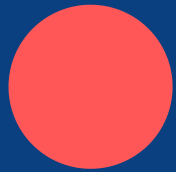
Having zero defects in the manufacturing process reduces waste and increases organisational efficiency



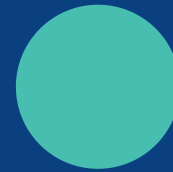
SQCDP



performance
indicators (KPIs)



5S



Kitting/Kanban/Milkrun



KAISEN



Project management and advice

After the diagnostic phase, we support you in your transformation process.

We can manage some of your transformation projects, but also help you deploy your improvement action plan.



Transition Project Leader/Manager

Creation of a Lean team/Transformation or management of an existing team

Lean project management in your company



Business Development

We help you find new strategic opportunities, for example by cultivating partnerships or other business relationships, or by identifying new markets for your products or services.



"Renting" of a General or Operational Director

The Renting of a General Manager allows to free the CEO from some administrative and operational tasks, in a context where the Covid crisis has upset the commercial approach and the organization of the work, internally as well as externally, with changes of procedure, controlled or not, which are not without danger.

This formula is ideal for companies that cannot yet afford to recruit, **but need a person dedicated to piloting the project for a set period of time.**

For 6 months, for example, **we can ensure that the company runs with optimal efficiency while preparing the transition and the transfer of assets at the time of hiring its General Manager.**



Who are we?



A team of highly qualified Lean Management and process management employees, working internationally and led by our Director, Véronique GALLARDO.

Veronique GALLARDO

**Director
Senior Project
Manager**

Veronique, recognised by the large European aerospace group **AIRBUS**, is a transformational leader with an extraordinary sense of direction and coordination of the project lifecycle, from conception to completion, developing strategic business plans and control structures for projects, and ensuring that they are completed on time and within budget. Experienced communicator with strong commercial and operational skills, able to establish, foster and strengthen a productive relationship with a wide range of disciplines at all levels.

+ 34 649 154 426

contact@scm-efficacyconsulting.com

We also have **an innovative and modern marketing/business development department** with the arrival of Elena MOTTE, a student at ESIC Business School, who is pursuing an advanced degree in global marketing.

Letter of Recommendation

Véronique Gallardo Biral, born 17 May 1965, started working as Project Manager Supply Chain in our company on 1 May 2019.

Airbus Operations GmbH is a company of the commercial aircraft division "Airbus Commercial Aircraft" within the Group. Airbus Commercial Aircraft is an active and state-of-the-art company operating throughout the world and is an international leader in the manufacture of aircraft in the civil sector. As a pioneer of innovative technologies, Airbus Commercial Aircraft produces the most modern and complete series of commercial aircraft, with 100 to 500 seats and offering customers support for superior products and services. It has around 81,000 employees from nearly 100 different countries, who commit all their pride and passion to achieving the best quality for our products every day and, in 2019, achieved a turnover of around 55 billion euros for Airbus Group. Airbus Commercial Aircraft has manufacturing and construction centres in France, Germany, Great Britain and Spain and is represented by subsidiaries in the United States, China, Japan, India and the Middle East.

In this position, Ms Gallardo Biral was mainly in charge of the following functions:

- Project management in the SA VSM Cross FAL department and in customer lines
- Unilateral Support Process (OSS)
- Requirements, control and validation of recurring and non-recurring costs (RC and NRC)
- Management of supply interruption cost overruns (SDO)
- Management of product adaptation and repair agreements (RRA)
- Strategy, governance, monitoring, control, anticipation and evaluation of the availability and response capacity of 27 suppliers.

Ms Gallardo Biral had the most comprehensive qualifications and was particularly committed to her new area of work. In a very short time, she was working completely independently. She was always a persistent and resilient employee, who successfully managed all of her tasks, even under difficult working conditions.

Ms Gallardo Biral has extremely broad knowledge in her field of experience and always took advantage of the professional development opportunities offered by the company, obtaining very positive results which worked in our favour.

She always carried out her work with care and precision. Ms Gallardo Biral was a reliable employee and efficient person who carried out her tasks in a logical, fast and always satisfactory manner. Ms Gallardo Biral always knew how to find the perfect balance between load and efficiency at work, standing out from other employees through her quality and productivity.

Until the her final days in the company, Ms Gallardo Biral was very committed and did everything possible to accomplish all of her tasks to the best of her ability, and we thank her very much. The team, as well as the management, greatly appreciated the results she obtained in 2020 and her ability to adapt during the pandemic.

As a Manager, she was recognised for her merits and held in high esteem by the team. She had an open and cooperative attitude with other departments and, thanks to her observations, was always able to find the best way to achieve their goals.

The results of Ms Gallardo Biral's work were significantly better than those of most employees with similar tasks, and during her entire period of employment with us, she demonstrated professional performance.

Ms Gallardo Biral's sense of cooperation with her superiors and colleagues was always exemplary.

Thanks to her team spirit, she was recognised for her merits and held in high esteem by everyone.


Likewise, her behaviour towards our customers and other business partners was always exemplary. I know

The working relationship with Ms Gallardo Biral ended on 31 December 2020 by mutual agreement.

We warmly thank her for her consistent and exemplary performance and we are sorry to let her go. We wish her the best and that she may continue to achieve her goals, both personal and professional, in the future.

Hamburg, 31 December 2020

Airbus Operations GmbH


Mathieu Le-Quilliec
Head of SA RC & NRC



Petra Schöne
HR Business Partner

Our results



COMPANY IN THE COMPOSITE
SECTOR
FORMULA 1 AND WIND
TURBINE
(CHINA, FRANCE)
WAREHOUSE, TRANSPORT,
BILLING

-20% IMMOBILISATION OF STOCK
-10% OF CUSTOMER CLAIMS



PRODUCTION LINE
AERONAUTICS
(GERMANY, FRANCE, SPAIN)
FORMALISATION AND
CAPITALISATION OF
DELIVERABLES

-25% MISSING PARTS
ZERO CHAIN BREAKAGE

Cost Management



AERO-STRUCTURE SUPPLIERS
STRATEGY CONSOLIDATION
AERONAUTICS
NEW GOVERNANCE
(PRODUCTION LINES: CHINA, USA,
FRANCE, GERMANY)
27 SUPPLIERS

32% SAVING PER YEAR



AIRCRAFT SEALANT AND
PAINT
AERONAUTICS
(SPAIN)
LOGISTICS, PRODUCTION
CONTROL, COST
MANAGEMENT

15% SAVINGS PER AIRCRAFT