

## Strategic Improvement Planning

# INNOVATIVE APPROACH TO LARGEST DIVISION TRANSFER IN CLIENT HISTORY

### Partner

A Fortune 100 industrial manufacturer.

- Component manufacturing division

### Challenge

Transition a \$300M facility from North America to Mexico

- Greenfield start-up
- Manage international transfer \$20M+ worth of indirect assets
- Product complexity and volume, including 200+ assets, 3 facilities
- Language barrier

### Objective

Establish CGN as a sole point of contact for supervising and governing the transfer of over 200 assets, and 3 facilities

- Work cross-functionally, bilingually, and multi-culturally with engineering, accounting, compliance, purchasing, logistics, operations, supply chain teams to develop transfer schedules, comply with legal requirements, and maintain facility closure deadlines
- Coordinate PO and invoicing between all entities
- Coordinate transportation and border crossing activities
- Prepare customs paperwork in compliance with international import/export regulations

### Solution

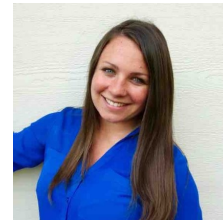
Design and deploy customized asset transfer process & governance

- Develop new standard work to address shared capital assets
- Collaborate with suppliers to train and inform them of transactional requirements
- Manage a team to conduct onsite audits of all transfer materials, before releasing shipments to carriers
- Communicate in English and Spanish with cross-functional teams

### Transformation

- 95% improved material accuracy
- Reduced average processing time for shared capital assets by 30 days
- Increased border clearance within 5 days from 60% to 87%
- Reduced average border duration from 7.1 days to 2.5 days

**95% INCREASE**  
in material  
accuracy rate of  
asset transfer.



Asset transfer was a key focus area in this enterprise-wide transformation. By standardizing processes, we increased throughput, decreased processing time, and built a stronger, more collaborative cross-functional team, resulting in favorable client reception throughout the multi-year execution phase.

-Alexa Katz  
Sr. Consultant

For more information on CGN and how it can transform your business

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