A global chemical company wanted to divest a division of their organization that had become non-strategic to its business portfolio. To achieve a higher multiple on the division’s sale, the client needed to improve its manufacturing efficiencies and lower its cost basis at its largest plant site. The client also desired buy-in from the local management team to establish accountability for the new operating targets and ownership for solutions to be implemented.

“The decision-making tools Myrtle built for us drove change at all levels of our site. Our employees are managing our business based on data and facts rather than gut feelings. Our role responsibilities and accountabilities are far more defined, and we communicate more effectively.”

- Site Production Manager

With the new processes and tools in place, the client experienced significant results. The amount of increased capacity throughput equated to $2.4 million in added margin. The optimization of the transportation fleet led to an annualized logistics cost savings of $800,000.

As a result of processing efficiencies and organization alignment, the client achieved annualized cost savings of $500,000 from raw materials and energy, plus $2.25 million from labor, respectively. The site organization became more cost-competitive and the client was able to divest the division successfully.