

Financial Decision Maker

Case Studies

Almatis

Project: Growing Cash Flow, Profits and Return

Almatis was formerly a division of the Alcoa Corporation that was purchased by private equity firm Rhone Capital. The new owners asked our team to design a two-day training program for managers in the U.S. and Europe that focused on general financial acumen and two crucial bottom line drivers: EBITDA and Operating Cash Flow. As a result, the company far exceeded its EBITDA and cash flow objectives in the year following the training and reduced costs by 14 million dollars or 11%.

In the two years that followed, better financial decisions by the company's managers led to additional savings of 11 million dollars in year two and 14 million dollars in year three. These

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savings came six years after the company had started and invested major resources in its Lean Manufacturing program.