

# ATS

Oil and Gas, Refinery, Manufacturing Case Study

- Capital: \$130 Million.
- Consultancy: Many Solutions.
- Cost: \$15.2 Million Reduction.

30+ Years of Advancing Projects, Boosting Profits, and Cutting Costs.

# ATS Clients



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# Who We Are

- 30+ years serving in the U.S., Canada, the U.K., and Western Europe.
- Phenomenal client list, stories, and case study outcomes.
- Providing capital, consultancy, and cost reduction.
- 1000+ global affiliates, partners, and experts.
- \$10's of Billions results for organizations.
- 28%+ overall average cost savings.

# ATS Organization Details

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**Organization Name:** Oil and Gas Manufacturer / Refinery

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**Industry:** Manufacturer and Distributor (Oil and Fuel Equipment and Supplies)

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**Organization Size:** Mid-Large

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**Client Billable Type:** Performance Based, T&M, Sourcing

# ATS Client Needs



**Client Challenges / Need:** Reduce Costs.



**Solutions Provided:** Cost Reduction; Increased Supplier Partner Base.



**Other Outcomes:** Sourced Hard to Find Suppliers; Centralized Procurement and Implemented Best Practices; Implemented Team Outcomes in SOPs, Communications, Compliance, and Shared Services; and Capital Improvement.

# Client Outcomes: Cost Reduction

- Ceramic Fiber Modules - \$ 1,473,000 Annual Spend - 17% Cost Reduction - \$ 250,410 Annual Savings.
- High Temperature Fabrics - \$ 3,420,000 Annual Spend - 18% Cost Reduction - \$ 615,600 Annual Savings.
- Raw Materials - \$ 488,000 Annual Spend - 41% Cost Reduction - \$ 200,080 Annual Savings.
- Refractory Bricks - \$ 3,287,000 Annual Spend - 23% Cost Reduction - \$ 756,010 Annual Savings.
- Insulation - \$ 4,555,000 Annual Spend - 12% Cost Reduction - \$ 546,600 Annual Savings.
- Steel - \$ 23,200,000 Annual Spend - 34% Cost Reduction - \$ 7,888,000 Annual Savings.
- Savings in Other Areas: MRO, Facilities, Maintenance, Equipment, Filters, and Other Categories.

# Client Outcomes: Centralize Purchasing and Best Practices

- Created Standard Operating Procedures.
- Implemented Change Management for Warehousing, Logistics, and Manufacturing (minimize inventory where too much and increase where not enough on hand –
  - Mirrored customer demand, jobs, project management, inventory, and forecasted sales).
- Instituted best practice of products, product categorization, labeling, inventory systems, etc.

# Client Outcomes: Warehouse and Distribution

- Increased productivity.
- Real time inventory and Just in time inventory.
- Human capital output effectiveness.
- Supplier Management Systems compliance, organization, and systemization.

# Overall Client Outcomes

- ATS reduced costs by \$15.2M over one year, empower this client to increase quality, reduce time spent with finance and administration for suppliers, increase supplier sourcing, centralize procurement, establish best in practice warehousing, logistics, inventory, bid processes, supplier management, and compliance.
- The company did not have to let any workers go! Management was grateful for the actions we implemented for them, so they did not impact the local economy. We increased effectiveness by improving communications by implementing best practices. We instituted many new techniques and methodologies into the organization for greater accountability with company resources. We empowered the staff to be more active with holding people accountable for action items, which led to an increase in results.
- Capital Improvement in operations, manufacturing, expansion, revenue.

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Boosting Profits, and Cutting Costs

