

<b>problem</b>	<b>solution</b>	<b>improvement</b>	<b>time frame</b>
<b>human resources</b>			
high cost due to sick leave	increased emphasis on dialogue at shop-floor level, improved scheduling of orders against shop, dismissals	reduction from a 15.49% average in a quarter to 3.83% in the last quarter (1.3% in the last month)	9 months
high sick leave	new model of determining pay increases and Christmas boni	reduction by 25%	6 months
<b>production planning, inventory management, warehousing</b>			
low product availability, long delivery times	better scheduling through appropriate use of computing, constructive dialogue between sales and production	existing products from 53% to 96% new products from 33% to 85% or 62% to 97% (comparing calendar months)	14 months
low product availability out of stock, long delivery times	better scheduling through appropriate utilisation of computing, replacement of underqualified staff	from 65% availability with a downward trend to 82 % with an upward trend, at the same time significant reduction of stocks	12 months
low machine utilisation, (supposedly) due to personnel problems	increased emphasis on dialogue at shop-floor level, improved scheduling of orders against shop	from 25% productive machine hrs to 61%, lack of orders prevented further improvement in short-term. Significant improvement noted in supplier rating by major customer	4 months
high inventories	identification of problem articles, sale, export to Eastern European affiliates, scrap	70% of articles identified as to be discontinued / disposed of, significant improvement in warehousing and in order-handling expected	1 month
high inventories	scrutinising of catalogue for problem articles, tying introduction of new articles to dropping of old articles, phased out by various means	reduction by 60 % despite of continued high level of product innovation and highly seasonal nature of business	3 years
inefficient warehouse	new layout for existing warehouse facilities optimising work-flow	25 % staff reduction	2 months
unreliable inventories, difficult continuous adjustments to accounts for inv.	first inventory of all chain-stores in one weekend in five shifts, utilisation of rental scanners	cost savings of DM 80.000 compared to purchased equipment, reliable numbers as at same date, instead of error prone adjustments	3 months
<b>(other) finance and administration</b>			
high financing costs	restructuring financing portfolio based on cash-flow plan and products available in the international markets	reduction by 3 %points (out of 8)	2 months
high fleet costs	selection of fleet cars, based on total cost and suitability instead of on subj. pref.	reduction by 25%, 3 years (replacement interval) to fully take effect	1 month to plan
high insurance costs	scrutinising insurance costs and soliciting offers	30% based on equal value, 15% net since hitherto some areas had been undercovered	1 month
lack of transparency in accounting systems	implementation / improving of cost accounting and MIS systems in various companies	in the beginning savings of about 10% per annum, in some years significantly more	6 months to 2 years
illiquidity	detection of misrepresentations in financial statements as of time of acquisition date of company, cash-flow planning, specification of required capital	greater emphasis on collecting receivable, increase of paid in capital, because of a dispute amongst the shareholders the amount of increase fell short of the one recommended. The banks however accepted the revision	3 months
illiquidity	cash flow planning and critical analysis of the accounts revealed undercapitalisation	paid in capital and lines of credit were increased significantly, previously tied up capital was greatly reduced (inventories and receivables)	3 months

This is only a listing of examples of quantifiable achievements.  
A listing of achievements that are hard to put numbers to would likely contain equally or more important contributions to the employers' / clients' success.