

BusinessMap[®] Testimonial



SAS Component is a joint venture of Singapore Technologies Aerospace and SAS Technical Services. The company provides flexible, individually tailored material supply programmes under the Free2Fly™ concept. The programmes give customers the confidence of running their operations without unplanned stops by offering access to a vast pool of rotables on an exchange basis. SAS Component employs approx. 800 people and has its headquarters at Copenhagen Airport, Denmark. Large facilities are located at Arlanda Airport, Sweden, Gardermoen Airport in Norway and Standsted, UK. The company has annual revenues of over TDKK 1.600.000 (2006).

www.sascomponent.dk

SAS Component Business Process Review



Henrik Schlotsfeldt, MBA, Senior Program Manager, SAS Component
Over a 9 month period EBT increased by 50 million SEK!

With a strong focus on business processes, SAS Component managed to reduce costs and increase profits over a 9 month period which led to an improvement of EBT of more than 50 million Sweden, Krona.

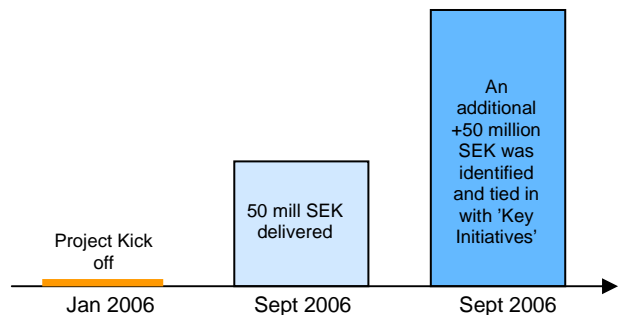
Claus Mortensen, Acting CEO and Henrik Schlotsfeldt, Senior Program Manager, SAS Component::

"BUSINESSWARE has helped us to reduce our cost base and with high quality objective analysis they have given us an insight and overview of our daily business, making it easier to make critical business decisions".

Fluctuating results and the lack of understanding of these affected SAS Component's profit line. Management needed to understand the underlying reasons and secure a long term improvement of company results. They needed a better insight into the operational stakes and to meet objectives, they had to reduce costs.

Under the management of acting CEO, Claus Mortensen, BUSINESSWARE was responsible for completing this process.

Cost Savings SAS Component 2006



BUSINESSWARE's Involvement

- Identified cost saving opportunities
- Strengthened critical business processes and designed new ones
- Recommended short and long term improvements
- Installed focus and engagement

SAS Component's Yield

- Secure the project group's objectives of reducing costs significantly
- Identify a potential of more than 100 million SEK and a list of long term action plans to embed the potential across the company
- Implementation of new business processes , that gives management control of the operational efforts required
- Scorecard for monitoring and embedding cost savings
- Implementation of BUSINESSWARE's management tool Key Initiatives – a module within BusinessMap[®].



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