

Global Strategy Implementation and Organization Transformation for an Engineering Services Firm



About the Client

The Client is an engineering services company serving Automotive OEMs and Tier1 companies primarily in USA, Europe and Japan.

Their Challenges

	Falling EBITDA		Low Wallet Share
	Slow Growth		Weak Account Management

Case Study

Client

Engineering Services Firm

Location

Hyderabad, India

Industry

Engineering Services


Turnover

US\$ 45 Mn (pre-engagement)

Engagement Period

24 months

Why they chose Bizwin

			
Proven expertise in sales transformation	Experience in global strategy	Execution-focused consulting approach	Ability to deliver measurable impact



Our Solution

Global Strategy Implementation and Organization Structure Transformation Program

Key initiatives included:

- Rolled out SAGE framework and PENCILS model
- Global strategy implementation aligned to priority markets and service lines
- Organization structure redesigned to improve accountability and execution speed
- Leadership alignment on growth priorities and operating rhythm
- Process improvements to enhance efficiency across delivery and sales teams
- Governance mechanisms to track performance and profitability

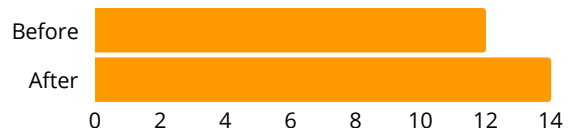
The engagement focused on building a scalable operating model to drive sustainable growth and profitability.

Results

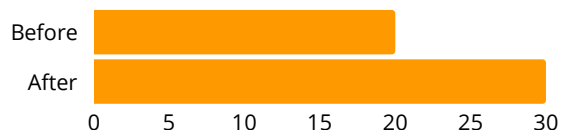
- The organization transitioned to a more structured and execution-driven operating model.
- Improved leadership alignment on growth and profitability objectives
- Stronger execution discipline across business units
- Enhanced ability to pursue global growth opportunities

Impact

Improvement in EBIDTA (%)



Proposal Conversion (%)



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