



 **Newton**

PROFITTHROUGHEFFICIENCY

 **Newton**





Unlocking potential. Realising value

Newton works hands-on with forward thinking organisations around the world to identify and fix the cost, delivery and quality problems that limit operational and supply chain performance. We're not management consultants. Our people are dynamic, first class engineers, scientists and mathematicians, motivated by demanding challenges and able to implement practical solutions that rapidly generate measurable, sustainable financial returns.

Established in 2001 Newton has grown by over 40% year-on-year and we now employ more than 150 full-time staff out of our UK and North American offices. Today, we work with all kinds of organisations across the public and private sectors, from ground floor up to boardroom.

Our approach is process-led and driven by facts, not theory – and we only get paid if we achieve results. Working closely with client teams, we have a track record of creating 10-50% improvement over two to six months without any capital expenditure. We help our clients transform the way they work, developing staff potential and leading cultural change to enable improved product or service quality, productivity and resource management. The sustainability of our approach is ensured through a rigorous transfer of skills and methodology directly to our clients' front-line and management teams, allowing organisations to realise real value by finding and unlocking hidden potential.



Transforming the way businesses work

We transform the way business processes work, helping our clients achieve substantial improvements in operational performance that result in greater efficiency, better product or service quality and tangible financial gains. Businesses choose to work with us because we have the skills and practical experience to accelerate the speed, scale and value of these gains. That's what makes us special.

Often, our clients recognise there is potential for improvement in processes or operations but are unable to assess the opportunities, quantify the potential value or realise the benefits. Time pressures, resource shortfalls, skills shortages and everyday business problems make it difficult for managers to stand back and take a detailed, objective view of operations. Even if improvement programmes are initiated, they can be challenging to sustain if internal teams become disillusioned after their efforts have been focussed on the wrong areas.

Some of our clients believe that investment in new plant or machinery is required to increase capacity or enhance capabilities. Some think that the only way to make savings is to reduce head count or cut a particular service or product line. Others may have previously relied on the advice of management consultants who produced long reports but couldn't implement practical solutions.

Whatever the drivers behind Newton's appointment, clients value our jargon-free, pragmatic approach, our ability to quickly understand complex issues, pinpoint opportunities that offer the greatest potential and galvanize internal teams to deliver beyond expectations. All without the need for capital expenditure – and because we're paid on the results we achieve, it's without business risk.

Structured to deliver

Our proven, structured approach is designed to ensure true visibility of issues and opportunities at each stage of a project, reassuring clients that our work is adding real business value. We closely monitor progress against clearly defined deliverables so that informed decisions can be made at key points throughout the process.

Assessing potential

We conduct a detailed assessment of the operational performance of the business to identify and value the potential for improvement of existing processes.

Our methodologies include sophisticated statistical and analytical techniques to find and quantify opportunities.

Prioritising opportunities

We analyse specific problems and opportunities, using industry-leading understanding, knowledge and techniques to attach their financial values to the business, prioritising for maximum return in the shortest time.

Demonstrating success

We always demonstrate that change is possible by either running a short pilot scheme or proving the concept in other tangible ways to show that results can be delivered quickly and without capital expenditure. We work with the team that owns and operates the process to drive improvement by systematically measuring, prioritising and solving the problems that limit performance.

Ensuring sustainability

We secure the support of the management team by achieving demonstrable financial returns and the commitment of the workforce through successfully implementing a step-change in the performance of their process. We then deploy the improvement process in other business areas, supported by real-time management tools and information, and embed the skills, systems and commitment to ensure sustainable improvement long after our initial support.

The benefits

The benefits of our approach include:

- ▲ The performance of the process is completely understood
- ▲ Everyone from the front-line to senior management knows what the biggest problems are and how much potential there is for improvement
- ▲ Decisions are made on evidence not purely opinion
- ▲ Improvement is measurable and savings can be linked to actions
- ▲ Individuals' objectives can be aligned with true business needs
- ▲ The available resource can be focused to give maximum impact
- ▲ Clear prioritisation can be given to future work



Accelerating operational performance

Newton has specialist expertise across a broad range of markets and sectors.

Healthcare



We deliver rapid, sustainable, and financially measurable improvements across NHS Trusts, increasing service profitability and the quality of patient care by improving the performance of healthcare processes and the business intelligence used to manage them.

We work across a range of areas, including theatres, outpatients, diagnostics and A&E. We improve quality and reduce the cost of service delivery by optimising supply chain performance, utilisation and booking efficiency, reducing DNAs (Did Not Arrive), cancellations and lost time, matching capacity to demand, improving patient pathways and decreasing length of stay.

Air, Land & Sea



From shipbuilding design and aerospace precision machinery, to train assembly and testing, we have unique experience in identifying opportunities for operational performance improvement and a proven ability to deliver real bottom line value across the air, land and sea sectors.

We work with client teams from the shop floor to boardroom, identifying and fixing the problems that limit cost, delivery and quality performance within areas such as design delivery, assembly, change and configuration management, test and commissioning, support services, manufacturing and supply chain.

Consumer



Our depth of experience enables consumer goods manufacturers of all kinds to deal with the challenges of increasing cost bases, cash shortages and the demands of tighter lead times and greater product complexity.

We focus on empowering client staff to deliver sustainable performance improvement without capital expenditure, achieving reductions in labour costs and material usage and waste, as well as driving process efficiency, new product development and supply chain effectiveness at all stages of the business cycle.

Private Equity



We work with private equity houses to drive value from current portfolio companies and from future deals. Our focus is on operational performance – in due diligence for either buy or sell sides, and for existing portfolio businesses.

We're able to quickly develop a thorough understanding of an organisation's opportunities for operational improvement and can identify risks that could undermine performance. Our advice allows buyers and sellers to extract more value from deals, and portfolio businesses to realise their operational and financial potential.

Industrials 



Our work with industrial businesses covers automotive, chemicals, pharmaceuticals and building products and ranges from increasing production output and avoiding capital expenditure plans, to reducing unit costs.

We work alongside process owners and management teams to identify and resolve issues that limit performance in areas that have previously been overlooked, optimising manning, material usage and waste, at the same time as driving process and machine efficiency, unlocking capacity constraints, new product development and supply chain effectiveness.

Wholesale & Retail 



We have substantial experience in a developing and implementing a diverse range of supply chain strategies, from planning and procurement, through to transport, logistics and strategic change management.

We concentrate on areas within the wholesale and retail supply chain where there is most opportunity to reduce cost, maximise profit, minimise risk, improve delivery performance or gain competitive advantage.

Local Government 



Our work focuses on finding hidden efficiencies and developing a tailored approach that transforms frontline services and enables the immediate realisation of genuine, cashable savings.

From supporting service integration and re-engineering existing operations, to establishing transparent performance management, developing partnership based delivery models and streamlining procurement, we focus on the areas of opportunity that will enable the largest financial gains.

Services 



We work with the services sector to deliver rapid, sustainable and financially measureable improvements on a 100% contingent fee basis. We achieve improved customer service levels by transforming business processes, optimising capacity and demand, re-structuring, improving labour management and embedding KPIs.

Our focus is on sustainable performance improvement without capital expenditure, covering front-line operations, customer service centres and support. Newton has unique, proven experience of delivering performance improvement, from critical path analysis of property construction to change processes in recruitment back offices.



Paid on what we achieve

Newton has a track record of delivering 10-50% operational improvement in two to six months without any capital expenditure. We focus on improving efficiency, product or service quality, cash flow and profitability by empowering the client teams we work with to unlock business potential. Our projects always have a payback of significantly less than one year. We agree performance improvement targets with you at the start of your project and our fees are entirely linked to meeting and sustaining those targets.

We're honest and open about our expectations and the project timescales involved, so if we take longer to deliver or don't hit our agreed targets, we lose out. There's no risk for our clients whatsoever. With flexible payment structures tailored to suit individual business circumstances, we guarantee there are no hidden extras and no unpleasant surprises.

People who inspire

Our people drive our business. They're young, bright and dynamic. We only employ the highest calibre graduates, and experienced engineering, manufacturing and supply chain professionals who can demonstrate an exceptional track record in industry.

With the energy, determination and people skills to mentor, inspire, and lead client teams to success, they're motivated by demanding challenges and have the ability to quickly analyse and solve complex problems. Their approach is hands-on, pragmatic and highly personable, so they're able to integrate and communicate effectively with client teams at any level.

We recruit people who are not afraid to challenge convention, who innovate and have the conviction to follow through their ideas. At the same time, Newton people have outgoing personalities. They have the ability to get on with all kinds of people and have a broad range of interests outside the office. They enjoy travel, they enjoy their work and they enjoy getting the most out of life.

A lasting legacy

Newton guarantees to deliver rapid and substantial operational and financial improvement but just as important is our clients' ability to sustain those gains over time and apply similar principles to identify and realise opportunities in other business areas. We enable our clients to continue achieving by ensuring the results of our work are sustainable through transferring the ideas, skills, techniques and supporting technology directly to front-line and management teams.

To achieve this, we work closely with client teams throughout every project, engaging individuals across different business areas to allow collective visibility and understanding of our approach. We aim to transform the culture of an organisation, empowering client teams by training them in the technical and analytical skills required to deliver efficiency improvements – skills such as how to set objectives, measure efficiency, map processes, build an assessment case and manage a project. We also ensure that teams can transfer their knowledge to other staff across the business.

Technology that empowers

Information technology is playing an increasingly important part in underpinning the effectiveness and sustainability of our work. When clients' existing information systems are unable to provide the visibility necessary to implement and maintain efficiency changes, Newton is able to develop and integrate bespoke software that seamlessly connects people, places and processes, without incurring capital expenditure costs.





Putting clients first

Newton works alongside major organisations and household names throughout the UK, Europe and the USA. With a successful track record of delivering measurable financial improvements in operational and supply chain performance, even when companies have already used efficiency tools like Lean or Sigma Six, our hands-on approach continues to define what is achievable. By working closely with client teams we're able to continually improve, develop and refine our services to ensure we always set the standard.





Royal Wolverhampton NHS Trust

"We have realised significant savings from our partnership with Newton's expertise, and fulfilling our strategic objective of being ranked amongst the best performing Trusts in the country. It was very much a 'factory floor' upwards approach, looking at what we were doing and how we could do things better. They analysed information before introducing smarter processes, using the resources we had to bring benefits to our patients and our staff."

David Laughton, CBE, CEO, Royal Wolverhampton NHS Trust

Babcock

"With this new pulse line process, we will see significant benefits and cost savings. We have already eliminated 250 hours per month of lost time on the line and we foresee a 15-20% reduction in labour cost per vehicle. We are all really impressed by this system and the results it can deliver."

Roger Gillespie, Equipment Solutions Managing Director at Babcock

Harmoni

"The programme we undertook with Newton has been invaluable and has significantly changed the way we operate our call handling. We now have clearer views of when our busiest times are likely to be allowing us to more acutely plan and react for different demand scenarios in a more efficient way – enabling us to offer the best possible service to the local users."

Andrew Gardner, CEO at Harmoni

Findus

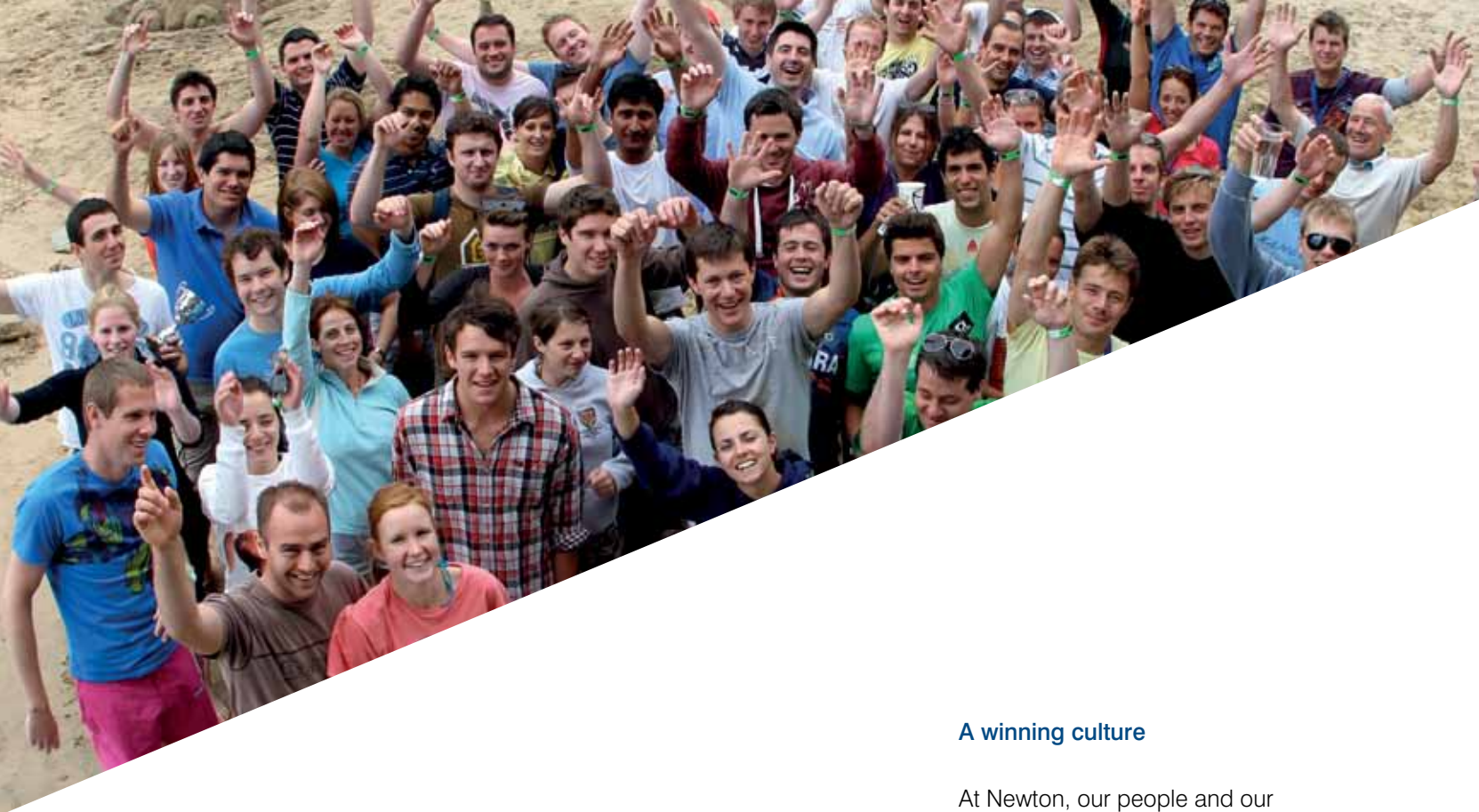
"We brought Newton in to look at improving our overall equipment effectiveness and labour efficiency. Their people had outstanding technical capabilities, together with complex problem solving skills, which proved to be a great complement to our internal resources. Their approach was different and paid off very well. It was very much hands-on and shop floor oriented which is different to what we have seen with other consultants in the past."

Henrik Nyberg, Operations Director at Findus

Aircelle

"The success that Newton brought to our Burnley site in their recently completed project provided the evidence to support a roll out. By working on the shop floor at Burnley, Newton's engineers were able to provide us with practical solutions that fixed bottlenecks and other problems in our manufacturing processes and supply chain. They didn't just produce data and a thick report, but passed on their expertise to our people so our workforce and management could build on the initial achievements in the longer term."

Andrew White, Managing Director at Aircelle



A winning culture

At Newton, our people and our values have fostered a special working environment – a place that allows initiative, creativity and versatility to thrive, where energy and enthusiasm combine with intelligence and integrity to build the belief that even the most demanding challenges can be overcome. A place that always expects the best and rewards courage, loyalty and professionalism. Because we know that when boundaries are pushed, everything is possible.

Leading the way

Newton was founded by Andrew Hawes, Kevin Jones and Tom Wedgwood. They shared a common vision – to use their combined skills and experience to deliver step changes in clients' financial performance by identifying operational problems and opportunities, and then resolving them.

Today, our teams work on projects in the UK, Finland, Holland, Germany, France, Italy, Poland, Turkey, Canada, Asia and the USA. Our continued growth is rooted firmly in the quality of our staff – high calibre people who have outstanding conceptual and analytical expertise and exceptional communication skills, enabling them to work, motivate and deliver at all levels within an organisation.





Kevin Jones – Director

Kevin is responsible for our work in the defence sector and has worked in dockyards and factories to increase productivity and reduce programme cost and duration. A Cambridge University engineering graduate, he moved to the USA in the mid 1990's to help two multi-national paper manufacturers achieve million pound performance improvements. Since then, Kevin has been influential across a range of manufacturing sectors, including chemicals and food and packaging.



Andrew Hawes – Director

Andrew has been helping organisations increase profit through operational performance since 1995 and is responsible for our healthcare business. He studied Manufacturing and Management at Cambridge University and has previously delivered major programmes for clients including Kimberly-Clark and Glaxo Smithkline. Andrew also contributes to our work in industry, helping clients such as BAE, Rolls Royce and Babcock. He is now a frequent speaker at major manufacturing conferences around the world.



Tom Wedgwood – Director

Tom is responsible for the high-volume manufacturing sector. He also co-ordinates activities with private equity clients and oversees development of our business approach, intellectual property and best practice transfer. Tom was awarded the Institute of Civil Engineering Queens Scholarship at Cambridge University and won the Roscoe Prize for top degree of his year. He worked at Ove Arup before specialising in manufacturing consulting. Tom now directs projects for top manufacturers across multiple sectors.



Ian Quest – Director

Ian is responsible for key clients in the aerospace and defence sectors, where improvement programmes are creating fundamental cultural changes as well as significant financial results. He is also leading Newton in developing the skills and cultural understanding to meet the demands of today's multinational businesses. Ian started his career in engineering with Rolls-Royce Aerospace before moving to manufacturing consultancy. Since then, he has helped international clients achieve multi-million savings.



Adrian Butler – Director

Adrian joined Newton in 2002 and is responsible for managing and developing Newton's successful North American operations. Now based in Toronto, he spent the early years of his career at the Ford Motor Company where he helped improve manufacturing processes to meet urgent demand for increased productivity. After leaving Ford, Adrian joined a respected consulting company specialising in productivity improvement and spent five years working with clients around the globe, including extended periods in Australia, USA and Germany.



James Frost – Finance Director

James has board-level experience in profitability management, cost control programmes, working capital control, management reporting development, and systems integration. He is heavily involved in the internal management of Newton and provides high-level support to consultants. Previously, James worked at Dyson, was Group Finance Director during the restructuring and £100m sale of an international flooring business and held senior finance positions at Alliance UniChem plc, the FTSE 100 healthcare and pharmaceutical business.



The logo for Newton, featuring a blue triangle pointing to the right followed by the word "Newton" in a bold, blue, sans-serif font.

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Working with your people to deliver a sustainable 10-50% improvement
in any operational process in 2-6 months without capital expenditure.
Guaranteed.

Our people are highly qualified engineers, scientists and mathematicians with a track record
of delivering exceptional levels of manufacturing improvement. Excellent technical, analytical and
communication skills together with empathy and drive make them a pleasure to work with.

Their approach is hands-on, pragmatic and highly personable,
enabling them to integrate effectively with all levels of the client team.

Europe:
Oxford, UK
T: +44 (0)1684 576 477
F: +44 (0)1684 576 497
info@newtoneurope.com
www.newtoneurope.com

North America:
Toronto, Canada
T: +1 (416) 216 4621
F: +1 (647) 342 4559
info@newton-na.com
www.newton-na.com