

case study

Investing in capabilities that drive growth; gain real competitive advantage; avoiding shortfalls of critical capabilities.

delivering a self-sustaining growth plan

the challenge

A large UK subsidiary of a global US defence contractor was set the task by its parent of becoming a self-sustaining entity by 2017. Heavy reliance on their parent company for expertise in managing and delivering complex bids and projects, had left the UK company without indigenous key capabilities and struggling to be cost competitive.

the Harmonic impact

Harmonic worked with the company to develop a partnering strategy that could effectively support their business objectives at individual pursuit / project, departmental and enterprise level. The first of its kind, the partnering agreement is in place having been approved by both US and UK senior executives.

The current success of this multi-year partnership is underpinned by a single team committed to joint objectives and success across the company's entire value chain. We are providing both business continuity and people resources / subject matter expertise through a prequalified 'bench' of capabilities and critical interventions to improve and embed a step change in performance.

the outcome

The company is well on track to becoming a self-sustaining entity by 2017 and Harmonic is treated as an operating part of the company which helps to embed a commercially driven, global outlook.