

## Case Study

### Aerospace Supplier



Our client is an international aerospace supplier headquartered in the UK with manufacturing operations in the USA, UK and Germany. The group is a leading designer and supplier of commercial aircraft interior equipment. The company manufactures galleys and cabin interiors for almost all aircraft models including the Airbus A380, and the Boeing B787.

During 2007 the company studied options in Central Europe and, after careful review, concluded that a new manufacturing facility should be set-up in the Northern Bohemian region in the Czech Republic.

During the study phase of the project Alpha Management provided support to the client to evaluate the different locations and develop project budgets. Thereafter Alpha supported the project by:



- **Establishing the Czech Company:** providing the registered office address, acting as the first Jednatel (legal executive), arranging Trade Licences, local bank accounts and providing working accommodation in Alpha's offices
- **Preparing and Managing the detailed Project Plan:** This covered not only the reconstruction of the 'brownfield' facility but also the recruitment of staff and workers, local company set up, training, grant and operating permit applications, plant and equipment installation and many other activities
- **Site and Developer Selection:** Working closely with local real estate agents to select the optimum solution, negotiating the Agreement with a local Developer for reconstructing an existing 12,000m<sup>2</sup> 'brownfield' site
- **Project Control:** Alpha incorporated the Developer's programme into the Project Plan, monitored progress and reported to the client on a monthly basis. In parallel with this, recruitment and other activities were managed and the activities of others such as specialist consultants and various local authorities included
- **Recruitment:** Alpha advised on the appropriate local organization structure, salary and wage rates and managed recruitment of the local General Manager, Finance Manager, HR Manager, Quality Manager, Supply Chain Manager and Office Manager.

- **Marketing & PR:** Alpha developed a detailed PR and media plan for the client to publicise their investment in the region and worked with the local labour office to hold open days for potential workers.
- **Training Centre:** Alpha negotiated the lease and managed the fit-out of a local building to serve as the training centre. In partnership with the client and local vocational training schools (mechanical and electrical) Alpha developed a client specific training programme.
- **Grants:** Alpha managed the application for Investment Incentives from the Czech government and 'nursed' it through the various Ministries involved in approving it. Our client was ultimately awarded over EUR 6,000,000 under the Job Creation and Training programmes

The original project plans were for the company to employ 757 staff and workers on manufacturing and assembly lines by the end of 2009. However, since the recent world financial crisis the project has been put on hold pending a client review of their strategy for the next few years. As a later part of the project it is the expectation that our client will source fabricated and machined components from Czech suppliers creating many more jobs in the country.