

Areva/Alstom Transmission & Distribution

“Applied Business Minds transformed our business operations to ensure resources were managed and assigned to projects more efficiently. Their professionalism and hands-on approach enabled them to rescue some of our key projects that were in difficulties all around the world. Their experience and expertise in defining and implementing Change Programmes ensured our culture changed for the better, whilst we continued to deliver projects in parallel with implementation of the change programme. An excellent management consultancy to work with.”

Vice President, Power Electronics Systems, Areva/Alstom

the client

ALSTOM, formerly AREVA, the world energy expert, offers its customers technological solutions for highly reliable electricity transmission and distribution.

The Transmission and Distribution (T&D) Division supplies products, systems and services dedicated to electricity transmission and distribution from the power plant to the final user.

The division's customers are electric utilities as well as the oil, mining and metals, wind energy, paper and glass, transportation and power engineering industries.

the brief

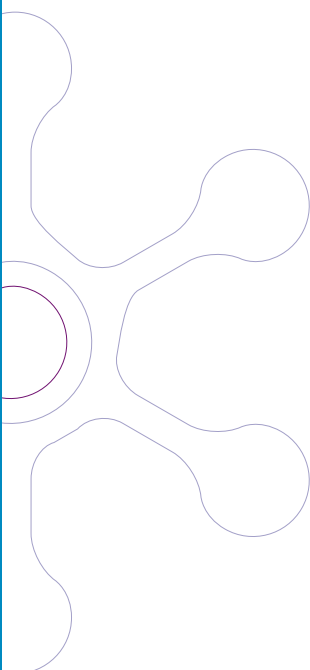
Areva/Alstom Power Electronics Systems (PES) is rapidly growing, increasing its portfolio of client projects at a fast pace and undertaking substantial internal R&D projects to grow its future market position.

Internal management processes and systems, especially in the area of Project and Programme Management, had not kept pace with the changes in the organisation and the need to move from a ‘single project’ to a ‘multi-programme’ environment.

In addition, the problems with internal processes combined with the rapid growth of the company had created specific issues across a number of areas and projects which required urgent business troubleshooting.

“Applied Business Minds managed, a multi-million dollar project and complex insurance claim. They managed the re-build and reconstruction of part of an HVDC converter station in Quebec, Canada, following a fire during commissioning. They were able to apply quick thinking to deliver strong arguments for complicated technical and re-design issues in order to progress the insurance claim and ensure our customer was able to transmit power again. In addition to the insurance negotiations, Applied Business Minds directly handled a legal claim in a professional and well documented way. Ultimately, my company successfully received an insurance settlement which exceeded our expectations and got the station back into service in good time due to the professionalism of Applied Business Minds.”

Finance Director, Power Electronics Systems, Areva/Alstom





the approach

The **Applied Business Minds** team combined a range of consultancy solutions with hands-on management in order to address the detailed and wide-ranging client requirements:

- **business troubleshooting and project recovery**
- **process analysis, development and implementation**
- **organisation and cultural analysis**
- **change management and strategy definition**
- **project and programme management**
- **executive management of Board-level functions**
- **staff coaching and mentoring**
- **interim staffing solutions**

the results

The **Applied Business Minds** team worked with Areva/Alstom to deliver the following results:

- **troubleshooting a substantial project in Canada, bringing the project back on track, managing sub-contractors and overseeing the successful recovery of more than \$2m in fire damage insurance**
- **recovering a £100M project in Korea, improving stakeholder management and communications with the customer and worldwide internal project teams**
- **defining and kicking off a £300M project in Brazil, ensuring local resources were recruited to deliver the customer requirements throughout the project lifecycle**
- **authoring and presenting a detailed technical and commercial business case for a critical major R&D project and securing 10M Euros funding**
- **implementing robust yet highly tailored project management practices in the R&D group and project managing substantial R&D projects**
- **undertaking a company-wide gap analysis of project management practices, tools and culture, presenting findings to the Board and winning approval for a wide-ranging change programme to put in place processes to manage multiple projects**
- **working integrally with the Company Board, managed the detailed implementation of the change programme across multiple Engineering, Sourcing, Quality and Operations Groups**
- **changing the culture within the organisation and leading by example with hands-on management of many specific areas**
- **the Applied Business Minds team integrated with the client organisation and interim managed many areas including:**
 - **Change Director (Board Position)**
 - **Controls Group Director (50 Engineering Staff, Board Position)**
 - **Project Director (UK, Brazil, Korea & Canada)**
 - **Sourcing & Procurement Project Manager**
 - **Engineering Project Manager**
 - **R&D Project Manager**

If you would like to discuss how our team can work with your organisation, we'll be happy to discuss your requirements in a free, no-obligation meeting.

To find out more, call us on **0845 3456 626** or email **info@appliedbusinessminds.com**.

You can also visit us at **www.appliedbusinessminds.com**.

"Applied Business Minds produced an exceptional business case in order to gain approval for a £10M research and development project. They also presented the business case in a very professional way in order to secure funding from Head Office in Paris. Applied Business Minds completed this task very efficiently and professionally and I was very impressed with their capabilities."

Technology Director, Power Electronics Systems, Areva/Alstom