

AeroSystems Engineering is the recognized leader in jet engine test cells and aerodynamic testing for engine manufacturers, airlines and governments worldwide.

CEO – “Turning Point did an amazing job helping us define the “ASE Way”. You helped us look through a wider lens to focus on business initiatives and technology that truly brought value to the business and helped us prepare for the next stage of growth. The Turning Point team was game-changing!”

CFO – “The program was a huge success. There were so many moving parts to the program with new process flows and technology all changing in a short period of time. There is no way we would have been as effective as we were without your support!”

Challenge

AeroSystems Engineering was unable to profitably keep up with 3X project backlog and revenue growth. Process inefficiency and dated technology hindering ability to create operating leverage. \$10M annual loss to job cost adjustments.

Solutions

- Turning Point Consulting Assessment Methodology for business Sales, Operations, Engineering, Project Mgmt., Technology and InfoSec roadmap
- LEAN Kaizen’s for future state process and change management
- Turning Point Consulting Software Selection and Systems Implementation Methodologies for new ERP, PSA and Reporting
- Project and Program Management
- Business Analyst support and Data Migration Lead Developer

Results

- Engineer to Order pivot to Project Business
- Successfully created operating leverage with deployment of integrated standardize processes and business systems that scale the business
- Material improvement to job cost adjustments

PROJECT

- Systems Implementation
- Continuous Improvement
- Core Team Leadership
- Steering Committee
- Reporting
- Communication
- Change Mgmt.

PLATFORMS

- Strategy & Roadmaps
- Requirements
- System Selection
- Integrator Selection
- Contract Negotiations
- Systems Deployments
- Deltek CostPoint

PURPOSE

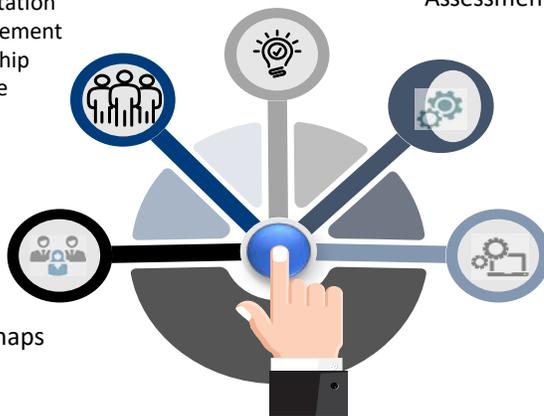
- Assessment, Strategy & Investment Roadmaps

PEOPLE

- Fractional Leadership
- Recruitment
- Change Mgmt. Leadership

PROCESS

- LEAN Business & Mfg.
- Value Stream Maps
- Process Transformation
- Continuous Improvement



Final Outcome

PE sold ASE to Calspan.
ASE operating as an independent entity, still leveraging transformation initiatives.

Exceptional Outcomes. Delivered.