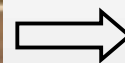


## PERFORMANCE

- productivity
- cost reduction
- flexibility



## RESULTS

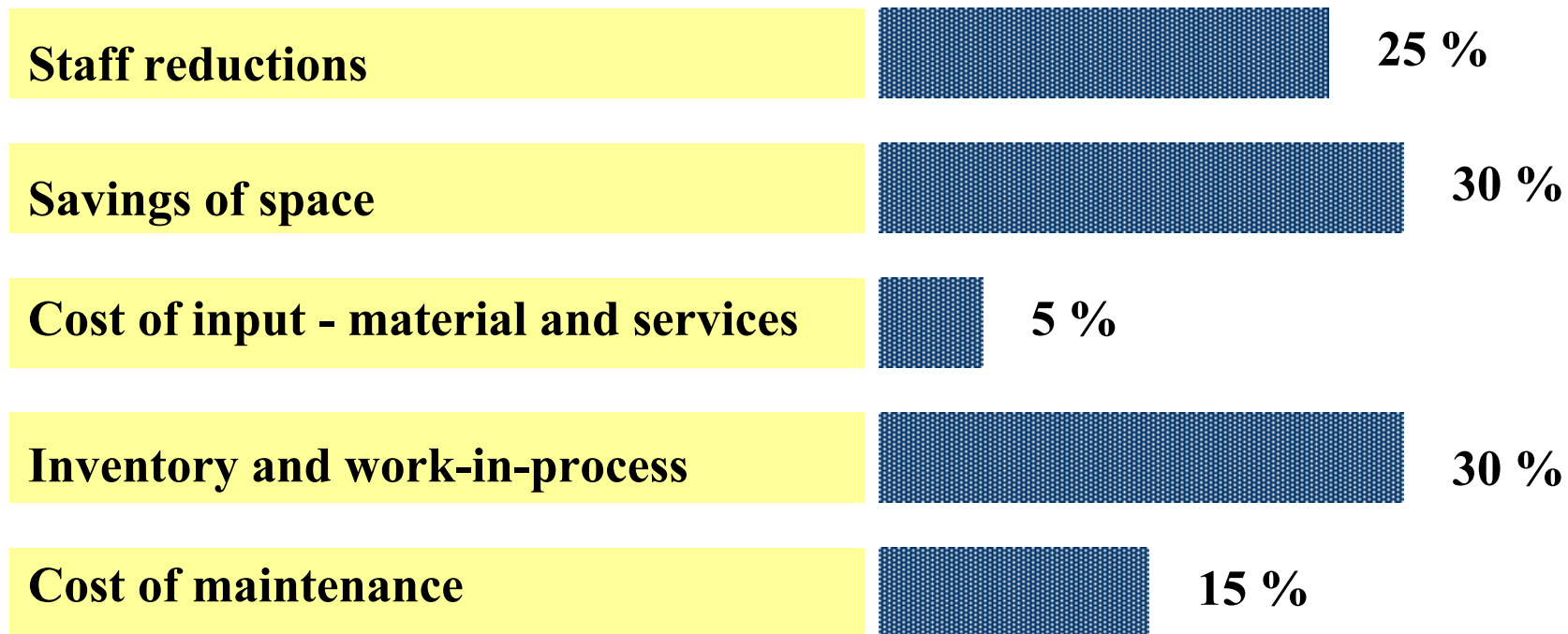
- Productivity increase, cost reduction
- Measurable financial benefits

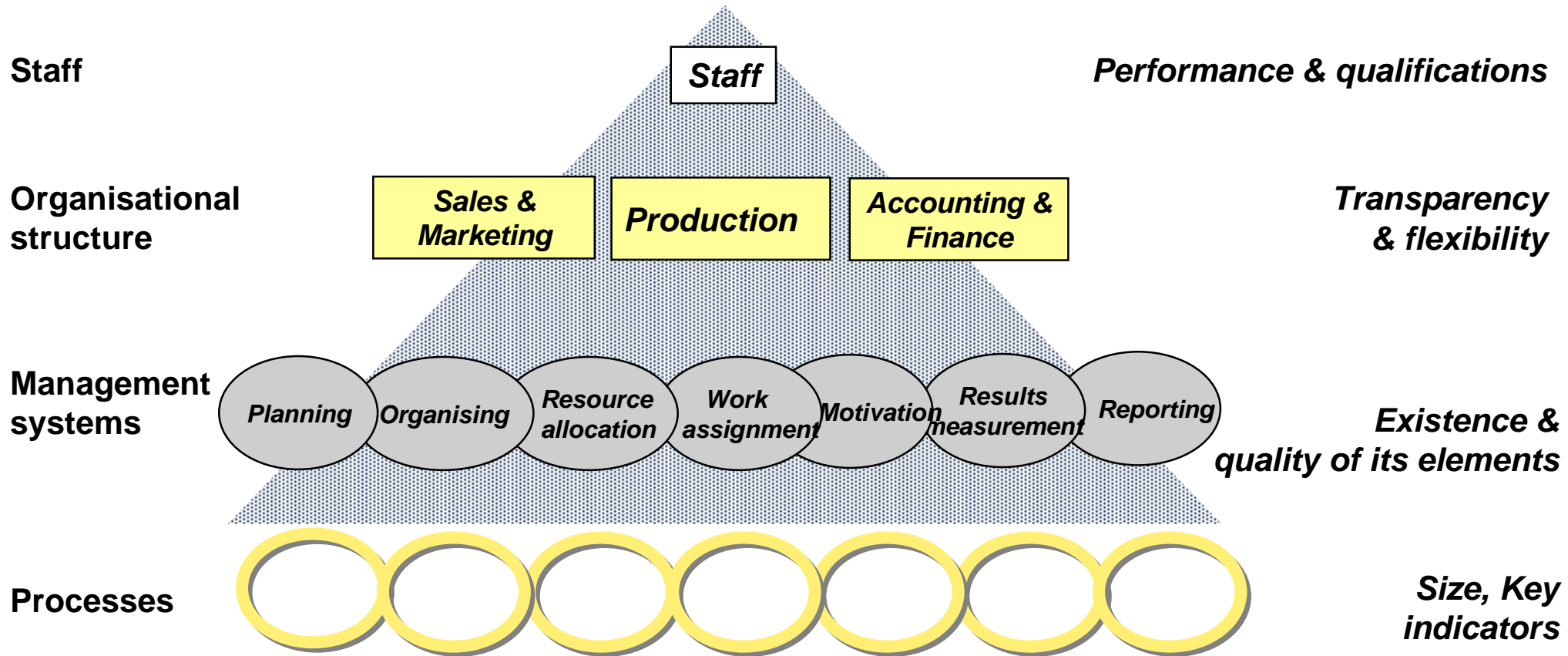
- Employee productivity
- Management Control Systems
- Performance indicators, standards
- Process Layout
- Performance of Sales
- Purchasing System
- Inventory Management and Logistics
- Outsourcing of non core processes
- Employee Motivation
- Application of IT in Process Management



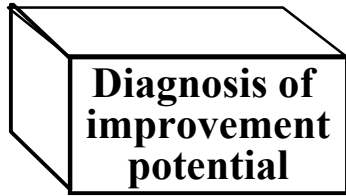
**Kensington achieves significant and measurable results. Our reward is based on these results.**

*Below are examples of average savings achieved in manufacturing companies.*





At the core of our methodology there are system analysis of company's processes and just-in-time philosophy. We analyse creation of added value, lost time, duplicity, equipment utilisation, bottlenecks, causes of non conformance etc. We design and implement changes in the structure of processes, systems of their management, organisation and resource utilisation.



**Preparatory phase : 2-4 days analysis of the situation**  
*Presentation of the change programme*

*During this phase our client usually pays only our travel expenses*



**I. phase of the project: 6-12 weeks**  
*Presentation of detailed improvement proposals*

**II. phase of the project**  
*Implementation and measuring of results*



Our experts familiarise themselves with the situation on the spot, diagnose the improvement potential and present the proposed change programme. Client takes decision about further co-operation.

During the project itself our experts formulate detailed measures, present them to the owners, implement them and train lower and middle management so that the changes have lasting character.



*"Tell me and I will forget;  
Show me and I may  
remember; Involve me and I  
shall understand."*

*Chinese proverb*

The installation of necessary measures includes all levels of the company, from the boardroom to the shop floor.

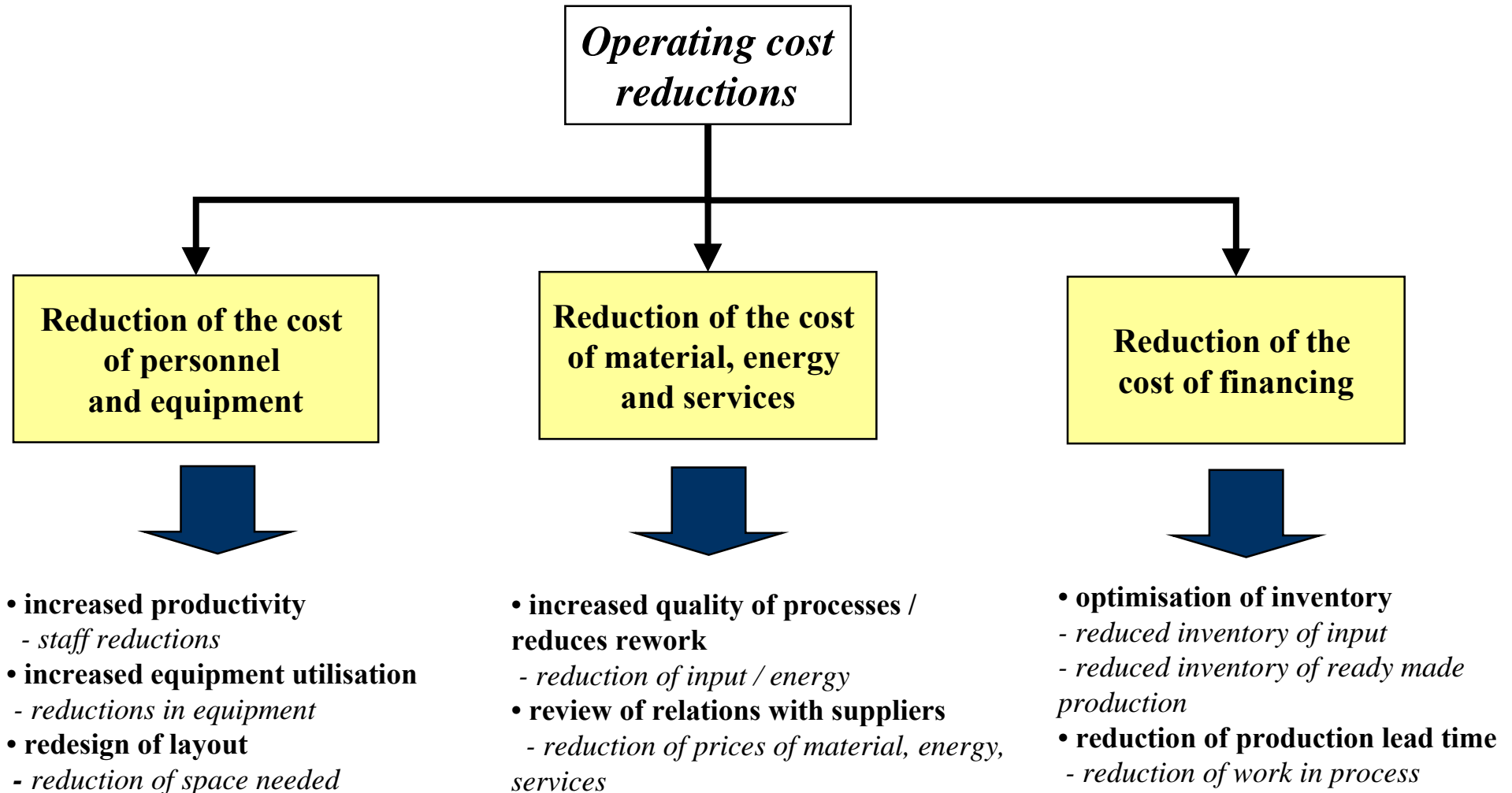


**PROCESS  
ORIENTED  
ANALYSIS**

**PROGRAMME OF  
CHANGES**

**IMPLEMENTATION  
SUPPORT**

***Financial  
Results***



- **Automotive**
- **Consumer Goods**
- **Chemicals**
- **Construction**
- **Engineering**
- **Financial Services**
- **Beverages**
- **Mining**



- **Health Services**
- **Steel and Metals**
- **Retail chains**
- **Textiles**
- **Strojírenství**
- **Transportation**
- **Utilities; Water, Gas, Electricity**

- **Anglian Water Europe**
- **Avon Automotive, a.s.**
- **Barrandov Film Studio, a.s.**
- **Deutsche Post AG**
- **Carrefour ČR**
- **ČSPL, a.s.**
- **Gazexport Moscow**
- **General University Hospital Prague**
- **Hanácké železářny a pérovny, a.s.**
- **Infalfa Roof Systems BV**
- **Jihomoravská gas utility, a.s.**
- **Jitex Písek, a.s.**
- **Kaučuk Kralupy Chemicals, a.s.**
- **Komerční Bank, a.s.**
- **Kotva Department Store, a.s.**
- **Králodvorské ironworks, a.s.**
- **Forestry JM lesy, a.s.**
- **Linde Gas, a.s.**
- **Linet Medical Equipment, s.r.o.**
- **London Ice Tea**
- **Ministry of Defence**
- **PBS Velká Bíteš, a.s.**
- **Postal Bank, a.s. Bratislava**
- **Prague Gas Utility, a.s.**
- **Preymesser Logistik, s.r.o.**
- **Rakovnické Ceramics Works, a.s.**
- **SAGEM s.a.**
- **Sázavan Shoes, a.s.**
- **Severočeská Gas Utility, a.s.**
- **Severomoravská Electricity Board, a.s.**
- **Severom. Water and Sewage, a.s.**
- **Severomoravská Gas Utility, a.s.**
- **SGL Carbon GmbH**
- **Sigma Group, a.s.**
- **Streif AG**
- **Strakonice Municipal Power, a.s.**
- **Skoda Pilsen Holding**
- **Tylex Letovice Textile, a.s.**
- **Saint Gobain Vertex, a.s.**
- **Water and Sewage JČ, a.s.**
- **Wood Processing Co. Lukavec**
- **ŽDB Steel and Wire, a.s.**