

SUPPLIER PERFORMANCE RECOVERY

When a supplier failure becomes a CEO-level risk

In aerospace, automotive, and other complex industrial environments, supplier underperformance is not just a procurement issue—it is a business continuity risk. Missed deliveries, quality escapes, or capacity failures at a critical supplier can halt production, delay customer commitments, damage reputation, and erode financial performance. Even the strongest industrial champions are vulnerable when a key supplier becomes the weakest link in the value chain. In these moments, rapid and decisive intervention is required.

ALTIX supports CEOs and executive teams when supplier issues escalate into operational crises. We intervene directly at supplier sites to stabilize performance, recover execution, and secure supply—fast.

OUR APPROACH:

Decisive intervention, not observation

1.Immediate On-Site Diagnostic & Containment: Rapid deployment to the supplier site to identify root causes and implement immediate actions to protect production and customers.

2.Performance Recovery Mandate: Clear recovery objectives aligned to your priorities—delivery, quality, and capacity—with a short-cycle, executive-visible action plan.

3.Embedded Supplier Execution: ALTIX operators work side-by-side with supplier leadership and shopfloor teams to drive execution and restore discipline.

4.Capability & Accountability Build-Up: Core industrial capabilities and governance strengthened to ensure ownership, escalation, and sustained performance.

5.Stabilization & Controlled Exit: Performance stabilized, KPIs secured, and ownership transitioned back to the supplier with confidence.

Because when supply is at risk, leadership must act—and execution must follow.

Typical Trigger Situations:

- Production lines at risk due to repeated supplier delivery failures
- Quality issues propagating into final assembly or customer sites
- Ramp-ups, launches, or recovery plans blocked by supplier incapability
- Capacity or workforce constraints threatening growth commitments
- Strategic suppliers lacking industrial discipline, governance, or leadership
- Situations where internal teams are stretched or lack leverage on the supplier
- Geopolitical, macroeconomic and microeconomic events

Why Executive Leaders rely on ALTIX:

- **Operators, not just consultants:** Senior advisors with decades of hands-on leadership in complex industrial environments
- **Crisis-tested:** Proven in high-pressure situations where delays are not an option
- **On-site and accountable:** We intervene where problems occur—on the shopfloor
- **Aligned with executive priorities:** Protecting revenue, customers, and reputation
- **International and cross-cultural:** Effective across global supplier networks

Outcomes that matter at the executive level:

- Restored supply continuity and reduced operational risk
- Improved delivery reliability (OTIF) and quality performance
- Stabilized production and secured customer commitments
- Stronger, more resilient strategic suppliers
- Executive confidence that the supply chain is back under control

ALTIX Consulting is the trusted management consulting partner for middle-market and large industrial champions, providing business strategy, technology and innovation, and operational excellence support in the world of advanced manufacturing and global supply chains. Our seasoned, multi-lingual advisors bring decades of hands-on industry experience and a deep understanding of multi-cultural business environments to drive sustainable growth and competitive advantage.

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T-MKT-004 2025-Apr-02