

Podcast Summary for Nils Bosma and Paul Newman discussing “Winning in a Downturn”

The current economic downturn is motivating Shell Global Solutions to examine operations in the Shell manufacturing base, by looking at quick win no capital expenditure options to reduce costs and free up working capital. In this podcast, Shell Global Solutions experts Nils Bosma, Global Manager Operations Excellence and Asset Management Services, and Paul Newman, Services Management, discuss the steps that organisations can consider in order to help beat the current economic crisis.

Issues discussed include:

- margin enhancement and top quarter cost performance;
- the value of supply chain optimization, crude selection, unit operations and blending;
- working capital and the importance of stock evaluation;
- achieving cost leadership through cost benchmarking and the identification and elimination of waste;
- doing more with less; and
- the need for visible connective leadership for cost reduction

Bosma and Newman examine the issues, and provide some examples and details of how Shell hopes to successfully meet the challenges of today’s economic climate and benefit from the process.