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Shaping Business, Transforming Industry

## CLIENT JOURNEY

# MARAND PRECISION ENGINEERING

Moorabbin VIC 3189

Enterprise Connect helps Marand Precision Engineering optimise business performance through strategic human resource management.

## Background

Marand Precision Engineering is a Melbourne supplier of precision tooling, machine tools and highly engineered automated production systems to the Australian and global aerospace, automotive, rail and general industrial markets.

The family owned business was established in 1969 to service the automotive machine tool sector, but has grown substantially over the years as a result of diversification and acquisitions.

Today, Marand is a company with a blue chip customer base, including Lockheed Martin, Boeing, Ford Australia, Rio Tinto, BHP Billiton, China National Heavy Truck Company and Thales. A casual observer would imagine that Marand was a company that had its act together and was heading in the right direction.

To a large extent this is true, but as Marand's General Manager, Rohan Stocker explains, "Success should not preclude businesses from focusing on continuous improvement. One of the good things about the Enterprise Connect Business Review was that it involved people outside the boardroom and senior management".

## Outcome

"Our Business Adviser was very supportive, and importantly, very respectful of our situation. He took the time to understand our business and his advice was definitely aligned with our situation".



Tony Swan, Marand Precision Engineering, working on JSF tooling

"We have already appointed an extended board of directors and started work on introducing a performance management system, both of which were key recommendations in the Business Review". – Mr Rohan Stocker, General Manager, Marand Precision Engineering

"The review was a valuable exercise for us, because we were alerted to some internal operational issues we needed to take care of if we were to achieve our organisational goals".

Marand is moving to implement the key recommendations of their Business Review and to help with that, has applied for the Tailored Advisory Service, which provides eligible businesses up to \$20 000 in matching funding to engage an external consultant to assist with the implementation of recommendations.

Mr Stocker said he has been most impressed with the professionalism of Enterprise Connect's approach and with the outcome for Marand and adds, "I would definitely recommend other businesses take advantage of Enterprise Connect's services, whether they are performing well or struggling. It's like a health check for your business".

## Further Information

Visit [www.enterpriseconnect.gov.au](http://www.enterpriseconnect.gov.au)  
or call the hotline **131 791**