



An Australian Government Initiative



Shaping Business, Transforming Industry

Success Story

MARAND PRECISION ENGINEERING

Moorabbin VIC 3189

Enterprise Connect helps Marand Precision Engineering get to the next level.

The Background

Marand Precision Engineering is a Melbourne-based 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".

The 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 working on some aerospace tools.

"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 now moving to implement the key recommendations of their Business Review and has applied for a Tailored Advisory Service (TAS) grant from Enterprise Connect. Under this scheme, Enterprise Connect provides a grant of up to \$20 000 in matching funding to companies that have been through the Business Review process to help them put the recommendations of their review into operation.

"Our Business Adviser was very supportive, and importantly, very respectful of our situation".

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

For Further Information

Call Enterprise Connect on **131 791** or visit **www.enterpriseconnect.gov.au**