



An Australian Government Initiative



Shaping Business, Transforming Industry

Success Story

BVA METAL FABRICATIONS

Picton WA 6229

Find out how **Enterprise Connect** is helping BVA Metal Fabrications get to the next level.

The Background

Ken Godley established BVA Metal Fabrications (BVA) in 1988. Ken realised that the business, which now employs 20 people, needed to develop new systems and ways of working to ensure long-term success. When he heard about the Enterprise Connect Business Review, Ken didn't hesitate to apply. Enter Don Geare, an Enterprise Connect Business Adviser with an extensive background in the manufacturing sector at the CEO and operational levels.

"BVA didn't have the answers, but they had a good idea of where the issues were," says Don. To kick off the review, Don met with Ken and three members of his team to discuss the business and familiarise themselves with BVA's customers and markets, people and processes. A review of the financial side was also conducted.

Don then implemented the Winning Measures benchmarking tool. "Winning Measures allowed us to compare BVA's performance against other metal bashing businesses with similar turnovers and employee numbers."

The Outcome

The Business Review identified some "low hanging fruit", allowing BVA to introduce some simple, quick changes that would deliver immediate returns. Some of these improvements include developing operating procedure manuals for all the machinery and implementing a more robust system for managing client invoicing.



BVA Metal Fabrications, Founder and Managing Director, Ken Godley

In addition, the Business Review highlighted a number of ways that Ken and his team could better measure and understand the cost and profitability of their output. Don helped BVA establish an easy-to-use reporting system, which allows them to keep track of things on a daily and weekly basis."

"Don has steered us towards people who can help us ..." says Ken.

One of the biggest challenges facing the business was coping with the unique service demands of their extensive range of clients, from the very small right through to the big companies. The Business Review identified several ways the firm could better connect with blue chip companies, including implementing an externally audited quality assurance system. "We're looking at pursuing this and applying for help with funding through the Enterprise Connect Tailored Advisory Service," says Ken. "Don has steered us towards people who can help us with that."

As well as the raft of initiatives aimed at increasing efficiency and profitability, Don's discussions with the firm's leadership team helped to unearth some potential successors within the business. "He was genuinely interested and able to help us on our journey to making a good business even better," says Ken.

For Further Information

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