



An Australian Government Initiative



Shaping Business, Transforming Industry

Success Story

RKR ENGINEERING

Emu Plains NSW 2750

Find out how **Enterprise Connect** is helping RKR Engineering get to the next level.

The Background

Russell Ricketts is a mechanical engineer who started RKR Engineering Pty Ltd in his garage 18 years ago. Today, the firm has a \$4 million turnover and employs 23 staff. RKR provides a manufacturing service for structural steel fabrication, general mechanical engineering and machinery manufacturing. "We're a service firm," explains Russell. "Clients come to us and we design, manufacture and install an engineering solution that matches their needs." This approach has worked well in the past, but the firm is now looking to manufacture a consistent product in addition to this custom-service offering, to achieve a more stable revenue schedule.

The firm was keen to apply for the Enterprise Connect Business Review to get advice on this aspect and to establish systems and processes that would support further growth. Russell and his assistant, Sonia, met with Enterprise Connect's Business Adviser, Patrick Muraguri, who has a strong track record in helping businesses to understand RKR's current position, Patrick reviewed the firm's financial information, observed its manufacturing processes and applied the Winning Measures Benchmarking tool.

The Outcome

The Business Review helped Russell and his team to validate areas that the firm had identified as needing attention, and opened up new avenues for the firm to pursue regarding manufacturing an ongoing product. "As a result of the Business Review, we've implemented a new financial management system which will improve our forecasting and keep better tabs on our profitability" says Russell. The firm has successfully applied for the Enterprise Connect Tailored Advisory



Peter Gibson, 4th year apprentice working a lathe as part of our multi skilled approach to apprentice training

Service (TAS), which provides up to \$20 000 in matched funding to help businesses implement projects identified during the Business Review.

The firm has engaged a consultant to assist with the development of a five-year strategic plan, and is in discussion with an expert in lean manufacturing to help with streamlining processes and avoiding unnecessary time and material wastage. Russell says Patrick's input into this process was invaluable. "Patrick was very competent and readily accessible to us during the Business Review. He's a thoroughly nice fellow!"

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Patrick believes the benefits to RKR of implementing the Business Review findings will be significant. "The development of the strategic plan will give them a lot more structure, help Russell to step back from the day-to-day operational issues, and help them make an entry into other major sectors of interest such as desalination and remote energy systems down the track. They're now well on their way to capitalising on their future potential."

For Further Information

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