

KGCC

Kingston Gorton Consulting

Small and Medium Business Consulting Services



Who We Are.

We are an industry focused team of professionals with a combined experience of over 150 years in the manufacturing industries working across the globe in Europe, the Americas, and Asia.

Our team has led successful mergers, developed products and system specifications, built engineering capability and sold and manufactured from facilities across the globe.

Founded in 2019 our mission is to add insight, value and leadership to projects in the manufacturing sector. Our team has a proven track record of delivering results, creating growth combined with global business expansion, and developing exceptional teams.

Where We Are.

We are based in Spain, and with our international partners in the USA, Germany and India, we operate globally. All our partners have extensive experience in the manufacturing industries in multiple roles and are experts in their fields and markets.



What We Do.

Business Consulting



Cost Modelling



Market Analysis



Mergers & Acquisitions



Business Development



Operations Analysis



Business Consulting

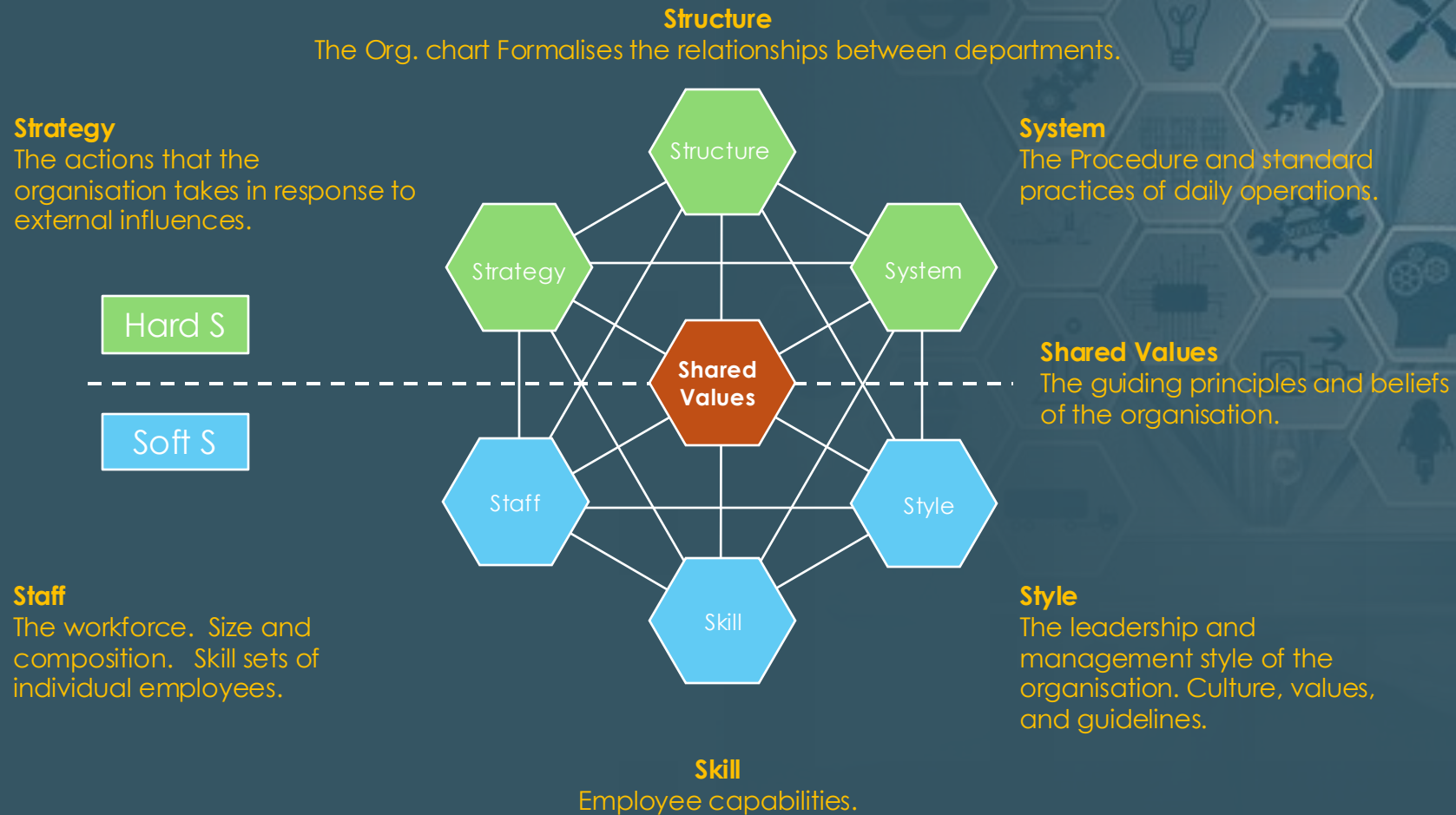


It is your business, but we want to make you better. As the saying goes, there is always room for improvement. Our team has extensive C Suite management experience throughout the organisation chart. Growing businesses often grow with the personalities on the team; always with the best intentions, not always with the best results.

- We can help you develop your skills and identify areas for improvement
- Fresh eyes analysis of internal processes
- Organisational structure re-alignment
- Succession planning
- Process digitalisation



7S Framework



Cost Modelling



Cost Modelling of your processes is a vital part of your business. Knowing your cost structure is the key to understanding where there is a need, or not, to better manage your costs. Your cost model is the driver behind your quotation process, and more accurate quotations are the key to your future success.

- Evaluation of existing processes
- Identification of areas to improve
- Process redesign
- Digitalisation
- Quotation processes
- Investment criteria

Market Analysis



Market Analysis can often be undervalued by small and medium enterprises. The costs can also be prohibitive for SMEs to maintain a standing team dedicated to the task. Market trends, customer technology changes and competitor innovations can be easily overlooked. We can provide this service.

- Product technology life cycle analysis
- Technology trends
- Competitor SWOT analysis
- Customer technical direction
- IP searches
- Patent analysis

Mergers & Acquisitions



Organic growth is not the only path to increased sales or market share. A merger or an acquisition of a competitor, or a joint venture with complimentary business, can be a quick growth model, but care must be taken. Confidentiality must be observed, and customer relationships secured.

- Target identification
- Target technical evaluation
- Due Diligence
- IP valuation
- Contract negotiation
- Acquisition integration

Business Development



Business development is not just about increasing your sales, although that is often the objective. Reinforcing your customer relationships, improving your business visibility and brand image, and ensuring you advocate and implement sustainable practices are all key to continued success.

- Customer relationship management
- Technical marketing
- Brand image management
- Sustainable practices
- Business strategy & Partnerships and alliances
- Sales team development



We will adapt our 4-step cycle involving and coordinating all the activities with the key stake holders within your organisation:

- Track market dynamics, segmentation, technology trends, legislation, and life cycle analysis.
- Grow competitive intelligence by identifying and assessing competitive landscape.
- Market pricing understanding together with specs. & dimensions.

- Drive business pursuits related to new product opportunities.
- Support teams with market pricing.
- Identify and evaluate M&A targets.
- Divestment opportunities.



- Support Tech Centres with portfolio strategy.
- Lead segmentation, competitive positioning, and develop value propositions and go-to market strategies.
- Gap identification & closure.
- Lead business plan by defining target customers and applications.

- Lead internal messaging: Value proposition, benchmark info., go-to market strategy
- Lead external messaging: Product naming and branding strategy to differentiate you in the market.
- Technical day and fairs.

Operations Analysis



Operations. The final part of all processes, and the most expensive. Materials, energy, consumables, CAPEX, and direct labour is where your business can succeed or fail. Material can easily be most of your costs, and poor processes can eat into profits. “We’ve always done it that way”, does not make it right.

- Process evaluation
- CAPEX approval criteria
- Evaluation of new technologies
- Re-evaluation of discarded ideas
- Programme management
- Reporting and responsibilities

Experience

Business Consulting



Cost Modelling



Market Analysis



Mergers & Acquisitions



Business Development



Operations Analysis





- Developed succession planning process for multinational business
- Opened sales and technical support operation in the USA for EU company
- Restructured sales group following an acquisition of US based operation





- Redesigned cost modelling process based on ABC models for multinational
- Realigned investment criteria for operation in India
- Developed new quotation process and authorities for growing EU business





- Market analysis of fuel cell opportunities for EU business
- Developed new product line strategy for EU business
- Introduced new product to multinational sales team after acquisition
- Technical sales team training





- Over 20 M&A operations (buy and sell side) and joint venture operations
- Operations in the EU, USA, India, and China
- Operation values from €150M to €5.0M
- Due diligence support and target business evaluation





- Developed full business plans for companies
- Created customer and business technology road maps
- Programme management of projects
- Independent board members for joint venture operations
- Red Team analysis process for strategy development



- Operations reviews for process improvements
- Manufacturing process technology analysis
- Lean Manufacturing assistance
- Process digitalisation



Our Network.



Our Network.

Stuart Kirby Managing Partner

Mechanical Engineer. Global C Suite experience in multinational organisations. M&A. Cost Analysis. Business Strategy. Business Planning. Sales Planning and Strategy. Programme Management. Business Finance. Manufacturing Excellence. Business Consulting.

Pablo Freire Senior Partner

Electrical Engineer. Global Director experience in multinational organisations. M&A. Cost Analysis. Business Strategy. Business Planning. Sales Planning and Strategy. Programme Management. Business Finance. Business Consulting.

2 x Associates USA

Mechanical Engineer. Global C Suite experience in multinational organisations. M&A. Cost Analysis. Business Strategy. Business Planning. Programme Management. Business Finance. Manufacturing Excellence. Lean Manufacturing. Business Consulting.

Mechanical Engineer. Cost Analysis. Business Strategy. Business Planning. Sales Planning and Strategy. Programme Management. Business Consulting.

3 x Associate Germany

Mechanical Engineers with Global C Suite experience in multinational organisations. M&A. Cost Analysis. Business Strategy. Business Planning. Sales Planning and Strategy. Programme Management. Business Finance. Manufacturing Excellence. Business Consulting.

1 x Associate India

Mechanical Engineer. Global C Suite experience in national organisations. M&A. Cost Analysis. Business Strategy. Business Planning. Sales Planning and Strategy. Programme Management. Business Finance. Manufacturing Excellence. Business Consulting.

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