



The Client



Winnebago Industries is a provider of products and services that enhance outdoor lifestyles. The Company manufactures motorized RVs, towable trailers including fifth-wheel and lightweight camping trailers. The company's icon brand was recently enhanced through the acquisitions of Grand Design Fifth-Wheel and Chris Craft Boats.

Pain Points & Challenges

- ⇒ Need to revitalize the company due to slipping market share, industry consolidations and new competitors
- ⇒ Manufacturing and assembly processes and systems needed updating
- ⇒ Need for component consolidation and design standardization to reduce costs and deliver new product designs

“Pragmatek brought the leadership and expertise to help our Winnebago team make significant operational improvements in several of our manufacturing facilities contributing to increased efficiency, quality, and value for our channel partners and end customers. Our journey to become a premier outdoor lifestyle company has been accelerated by the team at Pragmatek, one of our preferred business partners.”

–Mike Happe, Chief Executive Officer

Pragmatek Solutions

- ⇒ Helped Winnebago become the first company in their industry to use advanced LEAN manufacturing concepts
- ⇒ Deployed LEAN material handling and scheduling systems
- ⇒ Re-engineered core operating systems and processes to reduce cost and waste including procure-to-pay and invoice-to-cash processes
- ⇒ Developed the framework for component standardization to reduce assembly complexity, inventory, and cost
- ⇒ Helped start up new manufacturing operations in Junction City Oregon and established a supply chain to source critical materials to the new plant

The Payoffs

- ⇒ Conducted a key operational assessment that identified \$17M in operational savings opportunities
- ⇒ Significantly decreased production backlog and WIP from 137 units average per week to under 50 units
- ⇒ Reduced damaged and missing parts/component issues by 60%+ eliminating costly production downtime
- ⇒ Significantly reduced component part count thru standardization for 2 popular RV models, resulting in significant cost savings