

CASE STUDY

BUSINESS IMPROVEMENT

Tin Mine - Australia

Objective

Xenco was engaged to complete a business improvement initiative for the client in order to establish a structured and sustainable methodology for driving business value at their operation. Xenco was engaged to support cost reduction efforts by identifying opportunities, implementing improvement mechanisms, and ensuring the realisation and capture of benefits.

The Challenges

The client faced several key challenges:

- The site required a clear and systematic approach to identifying, managing, and realising business improvement opportunities.
- Bottlenecks in operations were limiting efficiency, but the root causes were not well understood or systematically addressed.
- The absence of a structured tracking and reporting mechanism made it difficult to measure progress.
- The need to reduce operational costs while maintaining performance and safety standards was a critical priority.

AT A GLANCE

Challenges

- Bottlenecks in operations limiting efficiency.
- Lack of structured tracking and reporting.
- Lack of improvement strategies.
- Critical reduction in operational costs required.

Benefits

- **More than \$10m** in annual business value generated.
- **Over \$700,000** saved via contract renegotiations
- Metallurgical improvement program with NPV of **over \$40m** launched
- Sn recovery rates increased to **over 75%**

Xenco is a multi-disciplined, specialist service group that delivers executive and operational level support to businesses seeking significant improvements in productivity, efficiencies and company profitability.

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Our Approach

To drive sustainable business improvement and cost reduction, our team implemented a structured and disciplined methodology at the operation. The approach focused on:

Organisational Engagement & Idea Generation

We worked closely with stakeholders at all levels, from frontline employees to senior management, to workshop and capture business improvement ideas.

Addressing Productivity Deficiencies

We conducted in-depth assessments to pinpoint operational bottlenecks and implemented measures to enhance efficiency.

Prioritisation Methodology

A structured methodology was introduced to evaluate and prioritise initiatives based on risk and value to ensure that high-impact opportunities received the necessary resources and attention.

Tracking and Reporting Implementation

A robust tracking and reporting framework was established to monitor progress, measure results, and maintain accountability.

Sustaining Benefits

To reinforce a culture of continuous improvement, Xenco introduced regular communication routines, ensuring that key stakeholders remained informed and engaged.



“Xenco offered a unique service – their ability to leverage their business acumen and extensive operational experience allowed them to provide the support we needed to unlock value and reach our goals. They challenged the status quo and drove change by starting with the ‘Why?’. The value delivered by Xenco was unparalleled; they were able to tailor solutions to fit our company values and meet corporate objectives in a time and cost-effective manner.”

- Site Leadership

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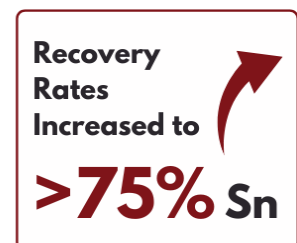
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Our Results

Xenco's business improvement initiatives delivered significant financial and operational benefits for the client's operation, driving measurable value and long-term efficiency gains. Some key outcomes include:

- The structured improvement approach led to substantial cost savings and operational efficiencies, generating an annual business value **exceeding \$10 million**.
- By renegotiating multiple contracts, the mine achieved cost reductions of **more than \$700,000** - directly improving its financial position.
- A major metallurgical improvement program was launched, significantly enhancing plant performance. The initiative has an estimated Net Present Value (NPV) of **over \$40 million** and an Internal Rate of Return (IRR) **exceeding 100%**.
- Key operational bottlenecks were identified and addressed using Lean principles and Overall Equipment Efficiency (OEE) methodologies, improving overall site productivity.
- The metallurgical improvement program yielded a notable increase in recovery rates, rising from 71.3% Sn in the previous quarter to **75.3% Sn**, showcasing the effectiveness of targeted performance enhancements.



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