

# CASE STUDY

Reversing a \$1M Loss:  
How 360 Veritas Increased Bosch's Seat  
Motor Production by 40% in 60 Days



## THE SITUATION

Client: **Bosch – Automotive Division**

Bosch, a global leader in automotive components, was experiencing significant revenue losses — over \$1 million annually — due to under-performance in one of its critical product lines: seat adjustment motors.

The production line was running at only 2,500 units per month, falling 25% short of the 3,250 unit goal. Despite internal efforts, the gap persisted, directly impacting revenue, customer commitments, and operational efficiency.

## CHALLENGES

Chronic production shortfalls and revenue loss in seat adjustment motor line

## INITIAL RESPONSE:

### INTERNAL REVIEW

Bosch brought in seven internal process engineers to assess the production inefficiencies. After a six-month evaluation and implementation period, the team achieved a modest 1.6% improvement in output—a gain that fell far short of what was needed to reverse losses or meet production goals.

Leadership recognized the issue required external expertise, and turned to 360Veritas.

## THE TURNAROUND APPROACH

360Veritas deployed a targeted performance improvement team with deep expertise in automotive manufacturing and throughput optimization.

The assessment focused on:

- Bottleneck identification and removal
- Line balancing and process sequencing
- Labor optimization and cross-functional alignment
- Real-time productivity tracking and feedback loops

Rather than conducting another prolonged study, 360Veritas moved quickly from diagnosis to implementation, embedding specialists on the line to test, adjust, and coach in real time.

## THE RESULTS

Production jumped 40%, bringing monthly output to 3,500 units, exceeding the original goal of 3,250 within two months,

The rapid gains revealed an unanticipated constraint: parts inventory could not keep up with the improved production pace. Despite this, Bosch was able to reassign surplus labor to other high-need areas, avoiding downtime and maximizing internal resource value.

## IMPACT

- +40% increase in production in 60 days
- Eliminated \$1M+ in projected annual losses
- Improved labor allocation across departments
- Exceeded production targets while reducing reliance on prolonged internal diagnostics

This demonstrates the power of focused operational intervention. Where traditional process reviews had delivered marginal improvement, 360 Veritas' turnaround team drove transformative results quickly and sustainably. By combining field-tested expertise with rapid execution, 360Veritas helped Bosch reclaim lost value, exceed production targets, and re-establish confidence in its core operations.