



Highlands and Islands Enterprise
Iomairt na Gàidhealtachd 's nan Eilean

VV Case Study

Owen Sails

Since 2009 Viable Ventures Ltd (VV) has carried out Lean mentoring and consultancy contracts through Highlands & Islands Enterprise (HIE) to assist HIE-account-managed clients improve their productivity, profitability and growth potential. VV receives extremely positive feedback from these clients and a typical example includes Oban-based Owen Sails – “Scotland’s premier sailmaker”.

Owen Sails wished to define a requirement for an integrated database/software package to aggregate all current information into a single repository, serviced by a relevant management information package. VV carried out an initial assessment of factory processes, IT and information flow and overall interactions before facilitating a full workshop to process map sales, repairs and services. VV advised them on the relationship of the results to the development of their strategic business model and how this relationship linked to their current workflow and communications strategy-driven plan to issue an ITT to upgrade their Information Systems.

The ultimate value added for Owen Sails was the clarity achieved by the principle stakeholders. By the end of the process they had clearly defined the requirements needed to ensure that their vision and methodology could successfully take the business forward.

Contact us for more information

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