



Joining forces with



HydraForce UK Speeds-Up Manufacturing Operations with Regrello

Key Results

**Faster Manufacturing
Lead Times**

**One-click Visibility of
Operations**

Business Agility

Primary Use Cases

Manufacturing Engineering

Kaizen & Six Sigma Activities

Direct & Indirect Procurement

Product Transitions

"Any manufacturing company I've worked at would benefit from this tool, in their processes, in every department and every function, whatever they do. If they need to get stuff done, this will help them."

– Steve Croft, Head of Manufacturing

When Steve Croft joined HydraForce, a division of Bosch Rexroth, they were facing massive growth coming out of COVID. The company wanted to grow profitably, and they needed to do things differently. They needed a change agent, and that's what they saw in Steve, their new Head of Manufacturing. Over the last few years, Steve has focused on driving organizational change and continuous improvement in the business.

HydraForce is the number one market leader in hydraulic cartridge valves for off-road vehicles. Since its founding in the 1980s, the Company has relied on agility and innovation to drive customer delight and differentiate itself from the competition. Rapid prototyping and speed to execute are core tenets of its continued success.

How Regrello Helped Get Things Done

Steve learned about Regrello just when he started at HydraForce. "I knew I was joining an organization that was growing fast, that needed to get things done quickly, and that needed to get in control of their growth. I saw it as a tool that could really help because every company I've worked at over the past 30 years has been full of very talented people with very good ideas. But every single company I've worked for has struggled with the same thing, and that's getting stuff done."

Steve thought Regrello would help his company run their processes and workflows in a faster and more structured way. He knew how much time manufacturing companies often waste managing ad-hoc email threads, tracking data in spreadsheets, and searching for the latest updates.

After reviewing Regrello with his CIO, Steve rolled it out to his manufacturing engineering team. They first used it for processes like product transitions to help them duplicate their manufacturing capabilities between the US and Europe. Over the course of the next year, Regrello gained traction across the organization. Direct and indirect procurement now use Regrello to manage their purchasing and approvals. Continuous improvement activities like Kaizen and Six Sigma are now managed and run through Regrello. Beyond manufacturing, HR and Finance departments have started using Regrello to manage processes like their month end close.

Change Management Without Friction

Change management can be a daunting proposition for executives. Rolling out new software and processes can create cultural conflict. What has helped drive such strong

and growing adoption at HydraForce is that Regrello can start small, and it starts with the business process owners. Moreover, the onboarding process to use Regrello is fast. Any process owner can define their own execution plan and build it in Regrello without requiring long cycle times with their IT department – making Regrello customizable and flexible for any use case.

“The initial getting going is minutes. It's well designed, and it's quite intuitive. I can throw something fairly sophisticated together in half an hour or an hour.”

Know What's Going On In One Click

When processes are run through Regrello, managers and executives have immediate access to exactly what's going on in their business. Steve told us an example of how this became crystal clear when comparing procurement teams that used Regrello versus the ones that didn't.

“I was in a meeting the other day. I asked the question, where's this RFQ? We're all sitting there a whole roomful of people waiting on this one guy searching his emails. And he searched his emails, and he searched his emails. It puts pressure on people, doesn't it? After a couple of minutes, we're chatting and he gave up. I go to a different meeting, where the team uses Regrello. Where's the RFQ? Workflow comes up with all the histories there. Bang. Within seconds.”

Real-time visibility into the status of operating activities is a challenge – especially when companies rely heavily on email and spreadsheets to manage communication threads and track data. When processes are run through Regrello, the system hooks into the email communication related to each workflow – centralizing data in a single place to make it quickly accessible.

"It's all there. The whole history is there, every document, everything we've done. It's quick and easy to see where we are, and what we need to get done."

One-Stop-Shop for Execution and Visibility

As HydraForce continues to grow, more use cases within manufacturing, procurement and other departments continue to emerge.

"My vision is that it is the way that we do business. When we have a review meeting, we do it in Regrello. When we generate a report on a product's project status, it generates it from Regrello. It is the go-to tool that managers use to evaluate their team's performance and their performance as a department. It's a one-stop-shop"

– Steve Croft, Head of Manufacturing