



Mark Harris
BUSINESS DIRECTOR



Chas A Blatchford & Sons

August 2008 – June 2009

International General Manager

"One of the best Interims I've had the pleasure to work with."

"His vision, attention to detail and cost awareness were key to...success."

Challenge

Leading global manufacturer of prosthetic limbs Chas A Blatchford & Sons was keen to explore the opportunity to involve the company's Chinese distributor in the business by producing Blatchford products in China, for the Chinese market.

Mark was approached to review the Chinese market and determine the relative competency of the Chinese distributor, as well as examining how intellectual property might be protected in the Chinese environment.

Strategy

Reporting directly to the company Chief Executive Chas Blatchford, Mark developed a robust £5m business plan and supply agreement before bringing the Chinese supplier to the UK to present the plan to the board. After the proposal from the distributor was approved in principle, Mark spent 6 months working with the Chinese distributor to set up a manufacturing plant in Fuzhou, China for several products which had been identified as being most suitable for the Chinese market. He carried out thorough reviews of all technical documentation, manufacturing process and Chinese sub-suppliers before the eventual commencement of manufacturing in China.

Outcome

Mark's work brought to Blatchford a detailed understanding of the Chinese prosthetic market, the operation of the distributor and the complexity of running a manufacturing operation in China in terms of clarity of business model and ultimate profitability.

£1m

Business start-up established in China

4
Months

To approved business plan