

Reaching for the sky: Airbus Group India

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?A higher level of service quality at a lower cost level? - This Treasury Management International case study describes BNP Paribas crucial role in meeting the challenge of harmonisation of diverse processes facing Airbus India after five entities representing different activities of the company merged together to form a single entity, Airbus Group India Private Limited.

Headquartered in Toulouse, and based across Europe, North America, Middle East and Asia, Airbus produces over half of the world's jet airliners. India has been a strategic market for the group and in the past few years, Airbus has extended its leadership in India across three major business lines: Airbus, Airbus Defence and Space and Airbus Helicopters.

As of 1 April 2015, five entities representing different activities of Airbus India merged together to form a single entity, Airbus Group India Private Limited. With the objective of streamlining processes and optimising costs, this required the creation of a shared service centre (SSC) to provide standardised services across business units in the country. The challenge facing Airbus was the harmonisation of diverse processes while achieving the goal of a ?higher level of service quality at a lower cost level?.

Approach

Airbus India developed a focused transformation plan in order to manage the internal transition. However, this required an experienced banking partner capable of presenting pragmatic solutions to the main banking challenges. With its extensive experience in providing comprehensive transaction banking solutions to a diverse client portfolio, BNP Paribas India was well positioned to understand the finer nuances of the business models of the different Airbus SBUs. The bank was fully capable of providing effective solutions that could overcome the multi-dimensional challenges in creating an integrated ?One Roof? solution in India.

Implementation of the solution

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