

Optimization of lead time! Why?

Out advantages versus competition?

- **Technically qualified staff**
- **High awareness of quality (processes, products, delivery terms)**
- **High productivity**
- **High level of automation**
- **Good infrastructure**
- **Creativity for solutions and in technology**

Purpose of optimization of the processes

- The purpose is to increase the competitiveness of the company through:
 - Faster reactions
 - Results achieved faster
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 - **With the actually available resources!**

Versus the process team

Team of activity

Optimization of processes

TBM

- **Time Based**
- **Management**

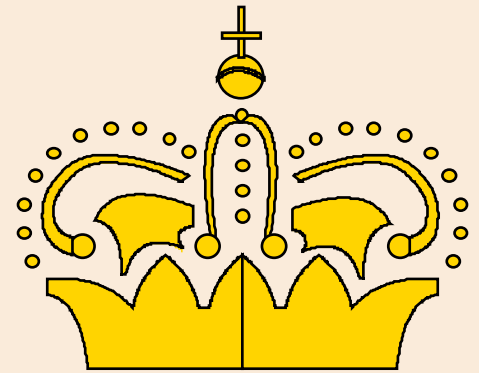
What means TBM / TQM

Time Based Management (TBM)
Management of the processes
depending on time

Principal aspect: Reduction of lead time

Total Quality Management (TQM)
Management of entire quality
(all processes)

Principal aspect: Continuous improvement
of quality of the processes



Satisfied
clients

Reality and challenges today!

- **The business rhythm becomes faster**
- **The market intervals become shorter**
- **The time required for the introduction of new products in the market (process „time to market“) becomes a decisive factor of performance**
- **Shorter delivery terms are required**
- **Shortest reaction for services (incl. after sales) is a decisive factor of competitiveness**

Reality and challenges today!

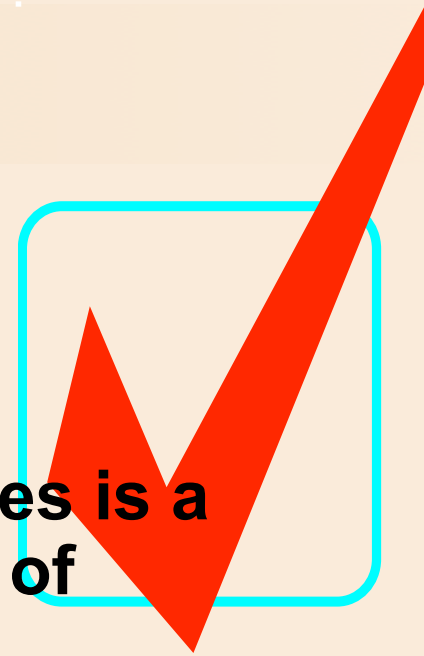
- Requested are a great variety of versions and capability of reaction



- Decisive are modularization and standardization
- Condition is a production oriented versus flexibility
- Processes that are tuned versus the variety of the production are an important condition for a high capability of reaction

Reality and challenges today!

- **The demand for quality is inexorable**
- **The reduction of scrap in all processes is a prerequisite for decisive advantages of competitiveness**
- **Quality is not intended simply the quality of the product but rather the quality of the processes, the reliability of delivery, the quality of service, ecc.**
- **To focus on measures of prevention rather than on measures of correction is decisive**



Customer Focus

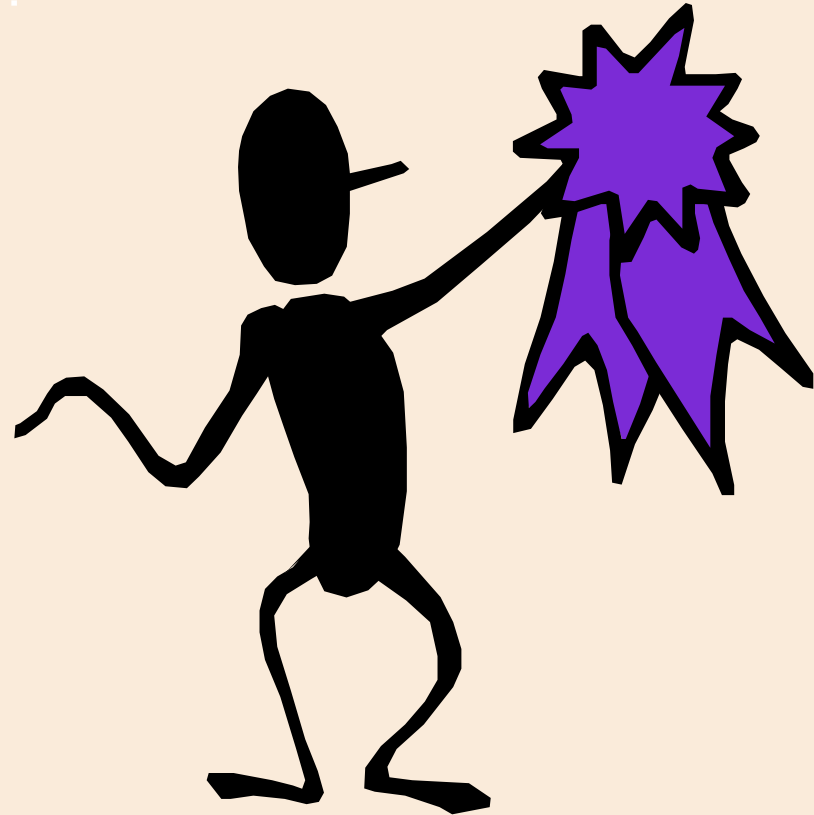


- **Impact for the company:**
-
- **The greater the contribution for the success of the clients, the greater is the the success for the**

Customer Focus

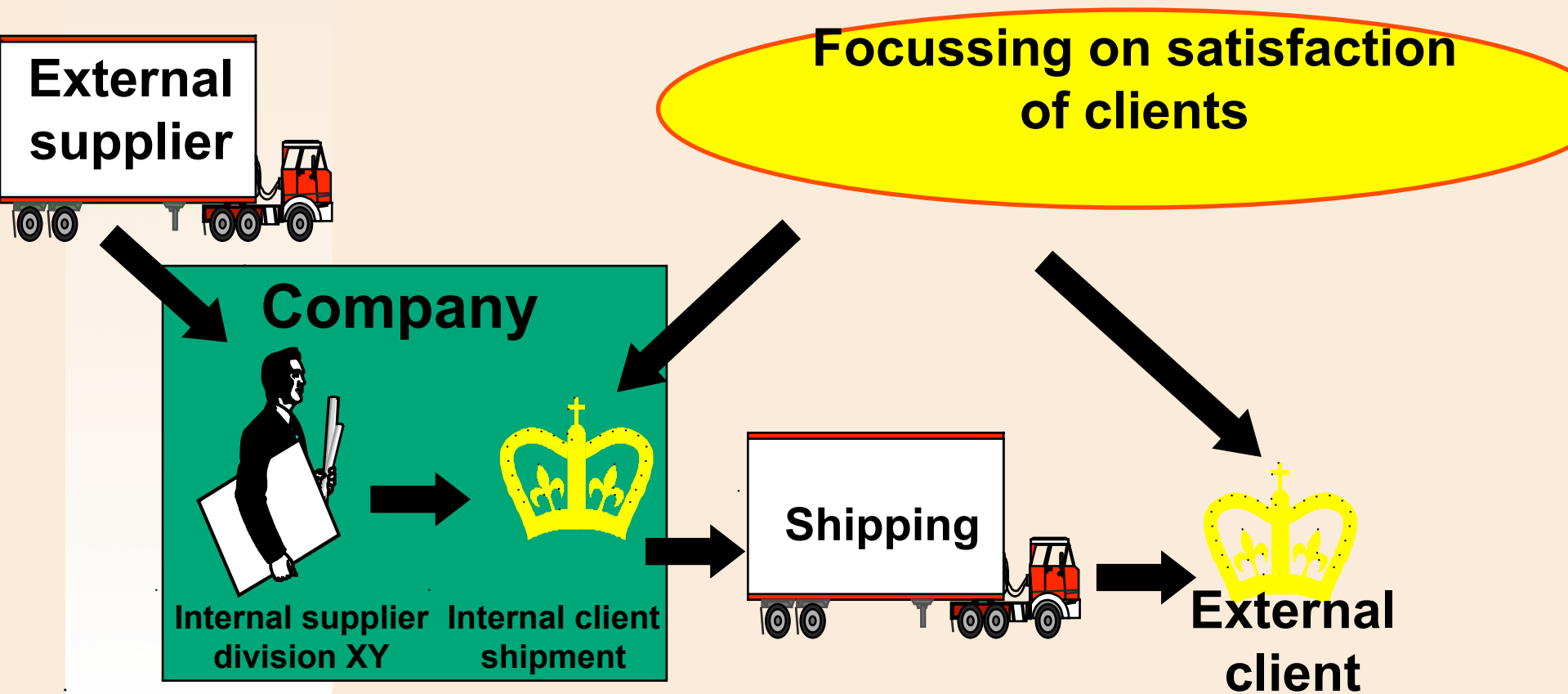
- Impact for the employee:

- The greater the contribution for the favourable results of the process, the greater the success of the employee.



Reality and challenges today!

- Fundamental positions



Reality and challenges today!

- What means focussing on the satisfaction of clients?
- **Friendly service to the client**
- **Clear and completely specified agreements with the client**
- **Reliability of delivery**
- **Quality of delivery -> no complaint**
- **Short delivery terms and short service terms**
- **Short terms of response towards the client, reliable and direct communication with client -> one contact person**

Reality and challenges today!

- What means a high capability of reaction?
- **Shorter terms of delivery** , say lead times (measurable units)
- **Shorter development and introduction to the market** (“time to market”)
- **Faster development of strategies**, through faster reactions towards market conditions than competition

Reality and challenges today!

- What is the lever for profit of the company?



Profit lever

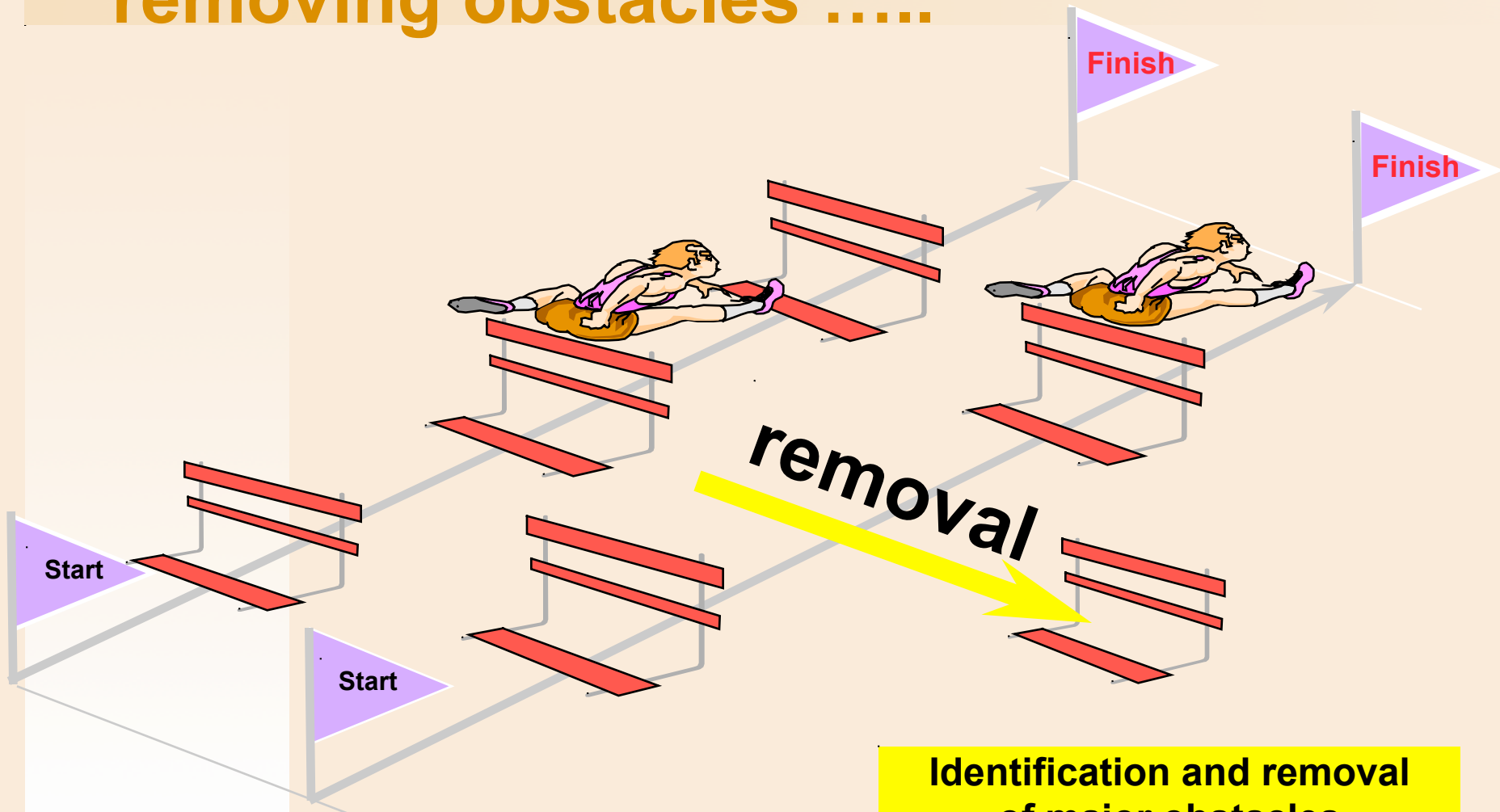


**the same result
in less time**

The same result in less time?

- **Working more intensively?**
- **Working faster?**
- **Working longer with overtime
...?**
- **Working with lower quality?**

Reduction of lead time means removing obstacles



Identification and removal of major obstacles

.....and simplification of processes

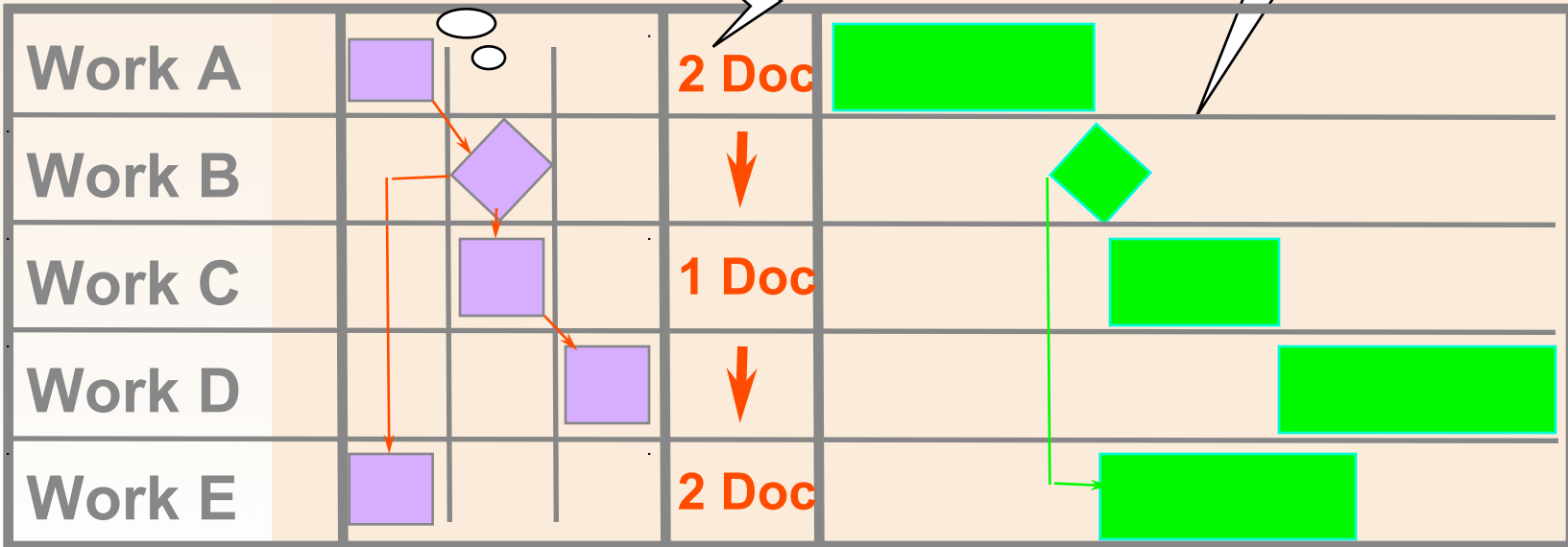
Interfaces

"Bureaucracy"

Lead time

Time

Processes



Conclusion

- What means reduction of lead times for the company?
- In less time the same result!
- Less working capital and liquidity required!
- Cost reductions in the entire company!
- More profit for the company!
- For a company that works with expensive raw material, it is an important contribution to survive!