

Making it Happen:

Driving the Strategic Business
Plan with Best Practices

APICS Mid-Florida Chapter

November 6, 2007

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Agenda

Strategic Planning

Best Practices

Benchmarking

Best Principles

Understanding what Works

Making it Happen

Questions/Comments



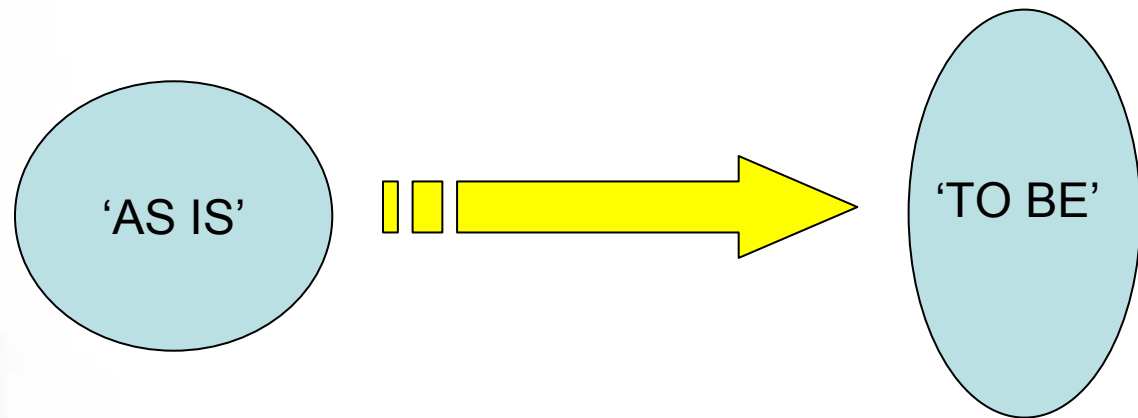
Strategic Planning

A long term plan of action designed to achieve a particular goal.

Differentiated from tactics that employ resources at hand.



Strategic Planning



Strategic Perspectives

Enterprise Issues

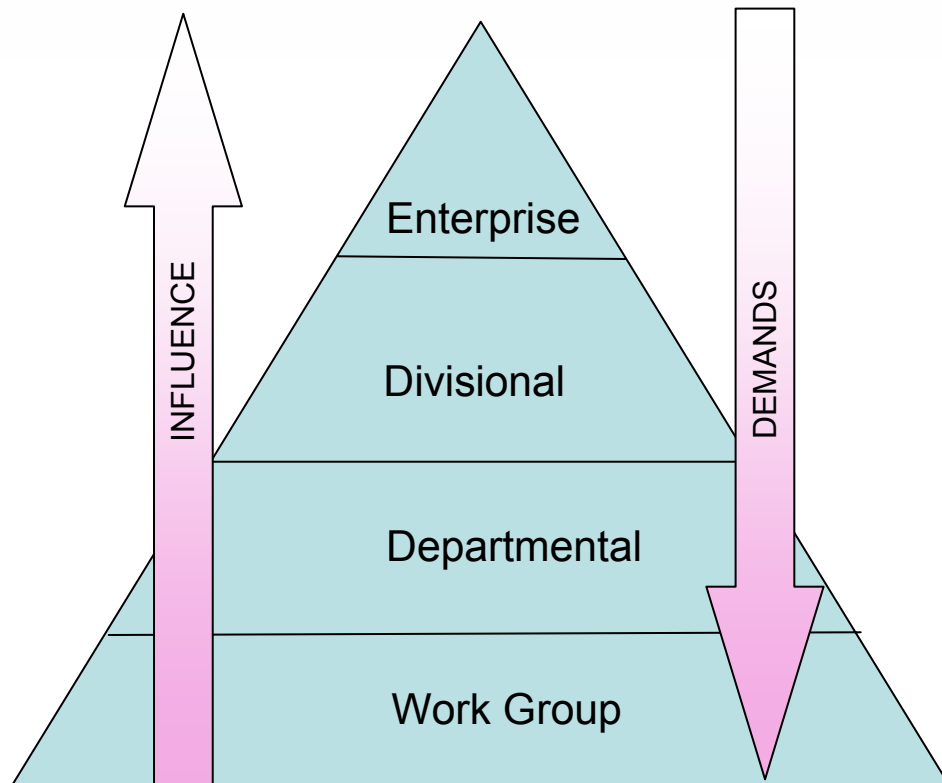
Competition
Profitability
Product Line Development
Geographic Expansion
Threats and Opportunities
Large Capital Investments
Top Line Revenue
Net Profitability

Functional Issues

2 New Employees
Team SPC Training
A7214 Packing Solution
Expand Cell #A2 Scheduling
APICS Certification
Implement WS Program



Strategic Realities



Best Practices

The concept that there exist techniques, methods, processes, activities, or incentives that more effectively deliver desired results than alternative techniques, methods,



Best Practices

- Evaluated Receipt Settlement
- Planning Schedules
- Available-to-Promise
- Integrated Information Systems
- EDI
- Pull Systems



Benchmarking

A process used in which organizations evaluate various aspects of their processes in relation to best practices, usually within their own sector.



Strategic Planning and Best Practices

Comprise the process and methods by which an Enterprise or Division or Department can create sustainable success.

They constitute the Transformation Roadmap



Best Principles

- Computers Calculate Accurately
- People Apply Judgment
- Avoid Duplicity
- Employ Simple Signals
- Make People Accountable
- Reduce Clutter
- Communicate Electronically
- Reduce Complexity
- Computers Calculate Accurately
- Increase Agility



Best Principles

- Eliminate Lag
- Improve Visibility
- Improve Accuracy
- Speed Throughput
- Pull vs. Push
- Improve Quality
- Reduce Waste
- Reduce Variability
- Automate Repetitive Tasks
- Improve Communication



Best Practice

A specific implementation of Best Principles that provides an advantageous solution in a specific environment.



Benchmarking

- Realistic and Achievable Targets
- Insight into Performance Gaps
- Challenge Complacency
- Confirms Need for Change
- Allows Change Visualization
- Avoid 'Paradigm Blindness'



Best Practices Sources

- Trade Journals
- Trade Associations
- Customer Surveys (Automotive)
- .Orgs
 - APICS
 - (Supply Chain Council)
 - Attributes/Metrics/Best Practices



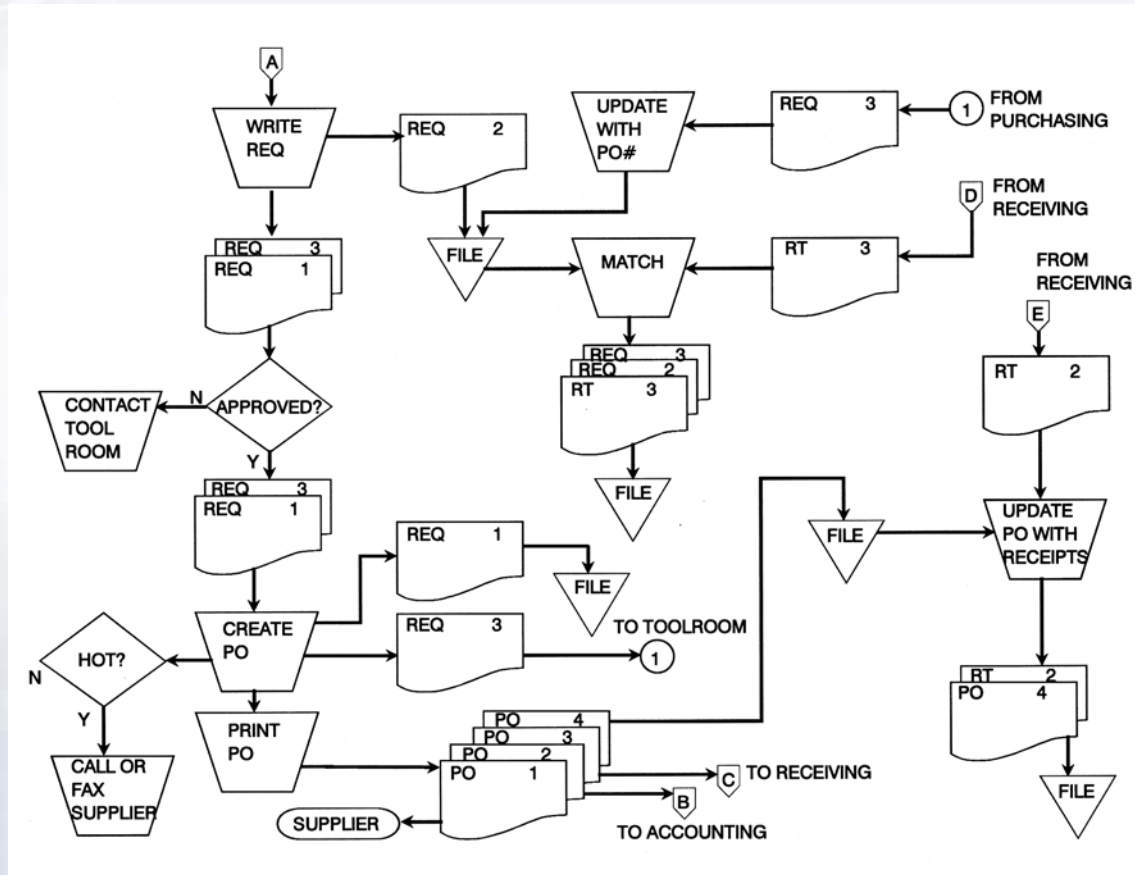
Best Practices Analysis

- Men's Warehouse Technique
- James Bond Technique



James Bond

Tailor your Solution



Promoting Best Practices

- Scope of Influence
- Consider a Sponsor
- Dependencies
- Symptoms versus Issues
- Underlying Principles
- Strategic Alignment



Lessons of Innovation

Idris Mootee

- Innovation Needs Change Agents
- Prototype a lot, Fail Often & Early
- Pictures are worth 1000 words
- Build on the Ideas of Others
- A big part of Innovation – Selling



Know The Business

- Customers
- Products/Services
- Processes
- Systems
- Enablers
- Company Culture/Players



Making the Pitch

- Leave the Details at Home
- Talk Results
- Talk Principles
- Talk Benchmarks
- Talk Local Metrics
- Talk Alignment



QUESTIONS AND COMMENTS



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*...we help companies
break the rules!*

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