Do you believe that it is possible to combine high demand variability and short lead time?

Do you believe that Agility can be a competitive and growth driver for your enterprise?

This event will allow you to evaluate real impact of lead time reduction on costs – quality – customer service

Hands on practice to learn how to rethink your organization to reduce drastically lead time in office operations and administrative activities

Presented in English by Rajan Suri

Founder of the Center for Quick Response Manufacturing
Emeritus Professor at the University of Wisconsin
Quick Response Manufacturing (QRM) is a companywide strategy for lead time reduction throughout the enterprise. Using QRM, companies have reduced their lead times by 80-90%. As a result these companies have not only seen large increases in market share, but also experienced significant cost reduction and quality improvement.

Although Lean Manufacturing techniques can be powerful in certain situations, for companies making low-volume or custom-engineered products, Lean techniques do not apply too well. Quick Response Manufacturing (QRM) can be a more effective competitive strategy for companies targeting such markets.

In addition, companies find that the lead time and cost reductions resulting from QRM enable them to compete effectively against low-wage countries.

**Strategy and QRM concepts**

*Rajan Suri* will present the four key concepts:

1. **The Power of Time**: The non-obvious reasons why lead time is important (much more important than most managers realize), how it influences total operating cost and quality, and how to take advantage of this realization.

2. **Organizational Structure**: How to restructure your organization to minimize lead time throughout the enterprise.

3. **System Dynamics**: How interactions between machines, people and products impact your lead times. As a result, capacity planning policies (e.g. machine and labor utilization) and lot sizing policies need to be rethought for QRM.

4. **Enterprise-wide Application**: QRM is not just a shop floor approach; it is applied throughout the organization. This includes material planning and control, purchasing and supply chain management, office operations such as estimating and order processing, and new product development. In particular, you will also get an introduction to POLCA, a shop floor alternative to Kanban (Kanban does not work well for low-volume or custom products). You will also see data on the “bottom line” impact of QRM on product cost, quality, and lead times.

**Practical cases by Entrepreneur**

An Entrepreneur testimony will be presented by *Ben Proesmans*, CEO of Company Provan (Netherlands).

*Provan* is a specialist of taylor made metal solutions, which developed and deployed an advanced approach for QRM, differentiating itself as the partner for speed and efficiency, to offer custom solutions to its customers by providing small series in short delivery times.

*Provan recently won* first “Factory of the Future” award in Belgium 2015.
Workshop-28/04/2015: Quick Response in Office Operations

In Manufacturing companies, as well as in Distribution and Services companies, time spent in office processes and administrative activities accounts for a significant portion of total costs and also impacts quality and service to customer, and can represent more than half of total lead time viewed by customer. QRM in office processes and administrative activities has a huge impact to improve Enterprises competitiveness, by significantly reducing response time, decreasing costs, increasing quality, being more responsive to customer requests, and by gaining market share.

This workshop will teach you how to reduce drastically administrative lead time by 80% and more, improve your response time and customer satisfaction, especially in the following processes: Order treatment – Request for Quotation – Products or Services Development – Procurement management…, in high mix and highly customized environments.

**Introduction to QRM strategy and concepts:**

1. The Power of Time
2. Organizational Structure
3. System Dynamics
4. Enterprise-wide Application

**Hand-on application for office support and administrative activities:**

Learn from real case studies how to slash your response time by 80% and more, and benefit from lessons learnt: Key success factors – Potential obstacles – requirements for a successful implementation.

Our objective is to allow you to take away a first level of body of knowledge and practice, and to have the willingness to initiate a first QRM approach in your enterprise.

During this workshop you will operate in teams, especially by studying a practical business case to reorganize the Request for Quotation as well as the Order Treatment processes.

**Quick Response Enterprise case studies**

- QRM application in Office for Products Creation Process (Sales – Design Center – Sales & Administration) – Packaging Industry.
- QRM application in Office for Supplier invoices treatment (Finances – Accounting) – Wine and Distribution enterprise.

**Who should attend**

Company presidents, Executives and Managers in Finance, Manufacturing, Purchasing, Supply chain, Sales, Human Resources. Any business, small, medium, large for whom lead time reduction is a major vector of competitiveness and growth.
QRM Centers USA and Europe

QRM centers USA (University of Wisconsin - Madison) and Europe (HAN University of Applied Sciences - Arnhem - Netherlands) are the two competence poles. For continuous development of QRM theoretical knowledge, they closely collaborate with industry. They also bring support and guaranty transfer of knowledge and best practices of QRM.

European Network of Practitioners

Quick Response Enterprise is a member of the QRM Europe Practitioners network, official partner with Rajan Suri and the QRM Center at the University of Madison-Wisconsin (USA). We are federated in a Network to share the good practices of QRM.

Quick Response Enterprise

We help managers and their teams to deploy QRM in companies. We train and certify industrial and consultants within the referential of good practices of QRM Center Madison. We transmit principles and practices to future managers and executives in Management and Applied Science Schools.

Quick Response Enterprise

Faites du Temps votre allié !

We are a network of Operations Entrepreneur Consultants, who help companies facing to complex issues to regain a dynamic of competitiveness and growth in a fast moving and volatiles environment by deploying Quick Response solutions that engage people in agile, collaborative and sustainable way of working. We are experimented practitioners in Agility and Quick Response, animated by Entrepreneurship and forged by our operational experiences.

Our customized solutions, our hand to hand way of collaborating with you and your team, and our approach focused on People and Competences over Processes and Methodologies, make us unique.

Quick Response Enterprise

To Register

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Registration fees include a complete booklet of the Masterclass as well as a free exemplary of Dr Rajan Suri’s book « It’s about time: The Competitive Advantage of Quick Response Manufacturing »

Contact

Please take contact with us at the following addresses:

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Web: www.quickresponse-enterprise.com
Mail: info@quickresponse-enterprise.com
Phone: + 33 (6) 62 55 40 96

Number of seats being limited, we advise you to register rapidly.

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Event Location

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3550 Route des Dolines Sophia Antipolis 06410 Biot
Phone + 33 (0)4 92 96 68 78
Web: sophiacountryclub.com

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