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# Roadmap Process Owner

This webcast prepares the SEA Roadmap Process Owner for the tasks required to gain SEA Certification. Examples are shown for Process Maturity Level 1-3 and how to meet the requirements of each. This webcast is for Roadmap Process Owners and is less than one hour in duration.

This presentation may appear different on your computer than originally designed. If you do not have the fonts used to create the presentation, your computer will substitute others that will change the overall formatting and look of the slides.

# Objectives

- ➔ What are the most important skills for a roadmap process owner?
- ➔ What are the three process maturity levels?
- ➔ What are the examples of documentation required for each level?
- ➔ What are the requirements for SEA certification?

# The SEA Roadmap

	Stage One	Stage Two	Stage Three
	Stabilization	Supply Chain Integration	Sustainability
Leadership & Culture	Establish high-performance leadership system	Focus on supply chain integration	Focus on new product startup
Workforce Development	Establish workforce development system	Implement process control	
Operational Excellence	Accelerate sustainable lean performance improvements	Accelerate flow production	
Business Results	Establish industry-standard performance metrics	Show measureable improvement	Demonstrate reduced risk

# The SEA Roadmap

	Stage One	Stage Two	Stage Three
	Stabilization	Integration	Sustaining
<b>Leadership &amp; Culture</b>	1.1.1 Strategic Planning Process 1.1.2 Leadership Communication Process 1.1.3 Organizational Performance Review Process 1.1.4 Continuous Improvement Management Process 1.1.5 Workforce Development Integration Process	1.2.1 Supply Chain Integration Process	1.3.1 New Product Startup Process
<b>Workforce Development</b>	2.1.1 Job Skills & Cross-Training Certification Process	2.2.1 Continuous Improvement Process	
<b>Operational Excellence</b>	3.1.1 Kaizen Process 3.1.2 6S Visual Workplace Process 3.1.3 Quick Changeover/SMED Process	3.2.1 Material Management Process 3.2.2 Production Planning Process 3.2.3 Development Process	
<b>Business Results</b>	4.1.1 Inventory Turns 4.1.2 Sales/Employee 4.1.3 On-Time Delivery 4.1.4 Parts per Million		4.3.1 Process Maturity 4.3.2 Quick Ratio

2011 Roadmap v2

Certification Level

Bronze OTD 90-94.9%, PPM<15,000

Silver OTD 95-98.9%, PPM<10,000

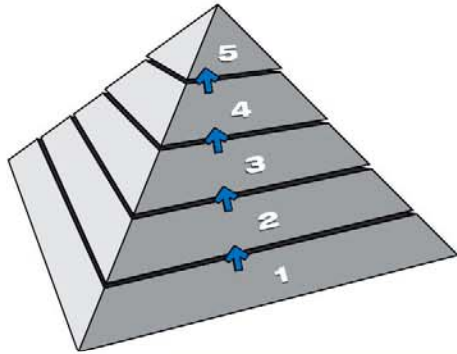
Gold OTD 99-100%, PPM<2,500

# Roadmap Process Owner Roles & Responsibilities

- ➔ Set a goal for process maturity level 3 by a certain date
- ➔ Lead efforts to create standard work and institutionalize your process
- ➔ Lead improvement efforts on your process after reaching Level 3
- ➔ Serve as the master trainer for the process if necessary
- ➔ Ensure that documentation for Level 1-3 is maintained

# Process Maturity Model “PMM”

## ▼ Process Maturity Levels



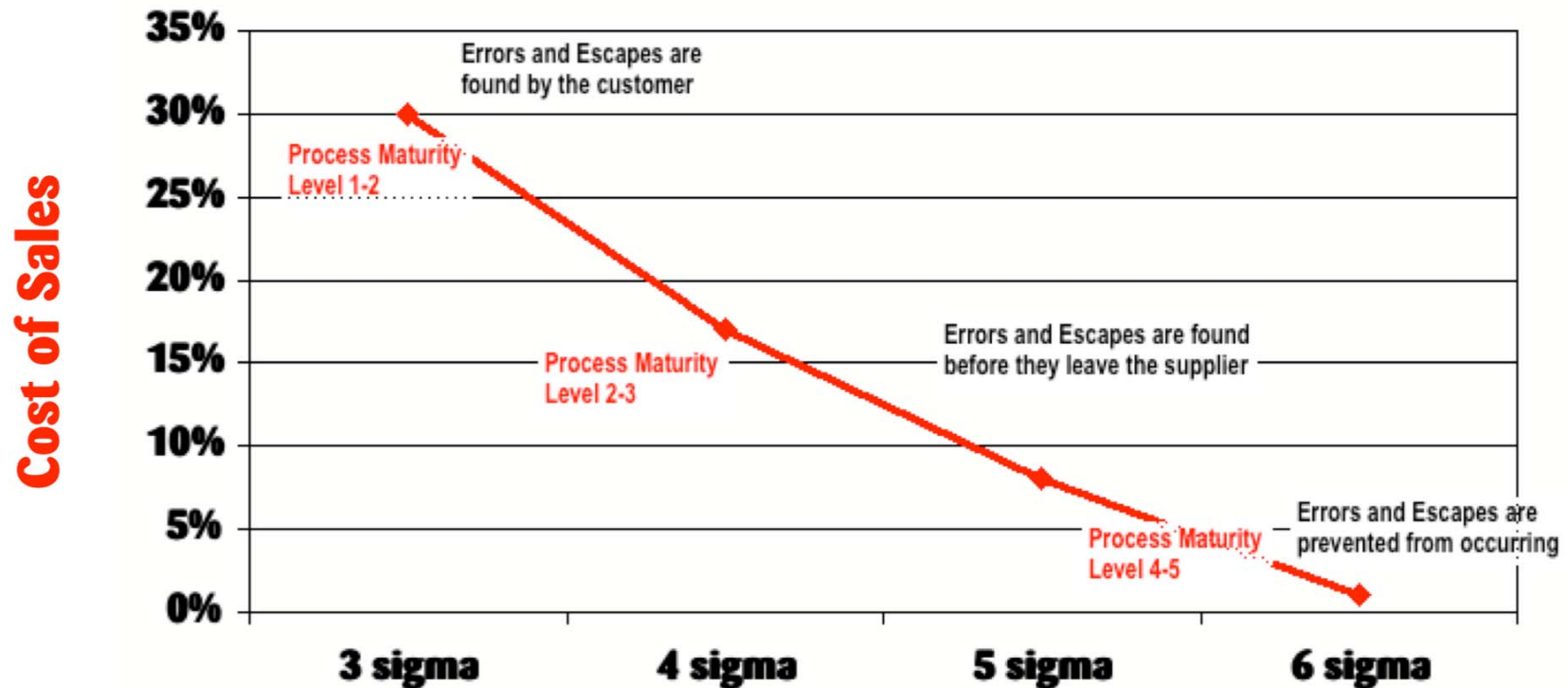
5 The process shows continuous positive trends and benchmarks world-class

4 The process is under process control, is analyzed, and improved using data

3 The process has certified trainers and is standardized

2 The process has been documented to the work instruction level

1 The process has been identified, defined, and has an owner



# PMM Level 1

## THE PROCESS HAS BEEN IDENTIFIED, DEFINED, AND HAS AN OWNER

- A process owner has been trained and assigned.
- The major steps in the process are documented using a high-level value stream map, deployment flowchart, process flowchart, or other form of documentation indicating sequence and job role involvement.
- A SIPOC worksheet has been completed showing requirements for customers and suppliers.

# PMM Level 2

## THE PROCESS HAS BEEN DOCUMENTED TO THE WORK INSTRUCTION LEVEL

- ✈ Work instructions are up-to-date for each process step that can be standardized.
- ✈ Work instructions are revision-controlled.
- ✈ Job aids like checklists, agendas, and visual diagrams are referenced by the work instructions.
- ✈ Corrective and/or preventive action steps are included in work instructions.



# PMM Level 3

## PROCESS HAS CERTIFIED TRAINERS AND IS STANDARDIZED

- A qualified or certified trainer has been assigned to support the process.
- Anyone with a role in the process has been trained and certified using the work instructions and there is a training record documenting the training and certification dates.
- Everyone performs the process in accordance with work instructions.
- Proper tools and job aids are utilized.
- Corrective action plans are followed.
- The process owner periodically audits the process.

# PMM Level 4

## PROCESS IS UNDER PROCESS CONTROL, IS ANALYZED AND IMPROVED USING DATA

- A process control plan has been documented.
- Process measurements are routinely collected and accessible in the work area.
- Process is stable and in statistical control – special causes of variation (random, unpredictable) have been eliminated.
- Process capability has been statistically established to meet requirements.

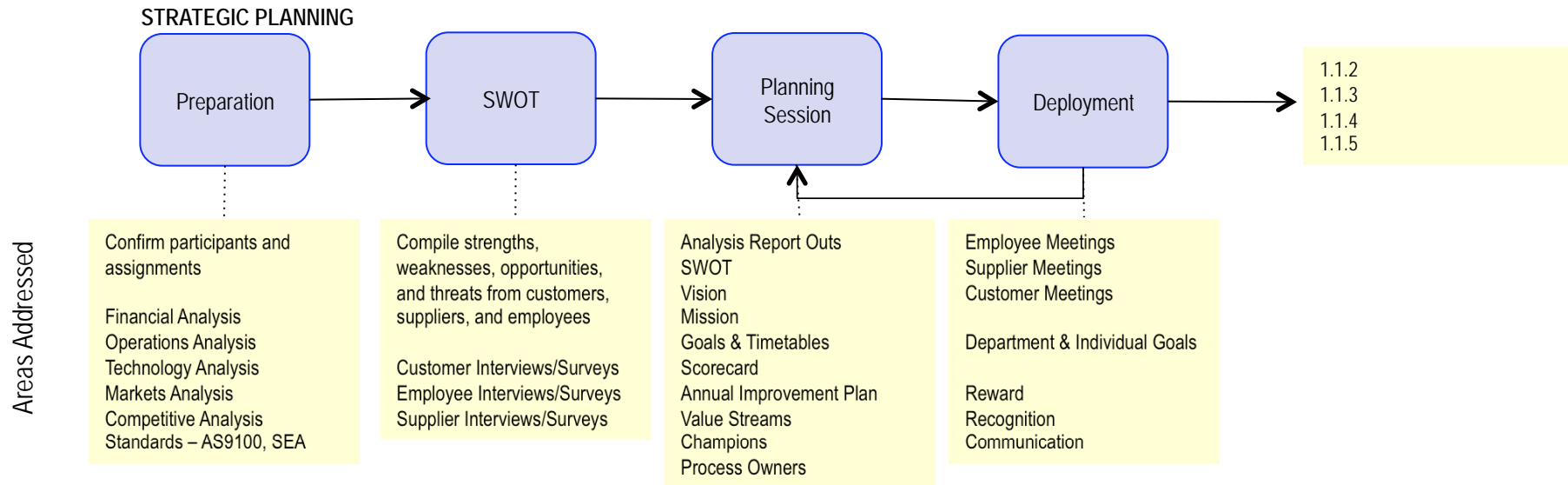
# PMM Level 5

## THE PROCESS SHOWS CONTINUOUS POSITIVE TRENDS AND BENCHMARKS WORLD-CLASS

- ✈ World-class benchmark comparisons are used to evaluate the overall performance of the process.
- ✈ Performance continuously improving and compares favorably with world-class benchmarks.

# 1.1.1 Strategic Planning

Purpose: to define and deploy the most important strategic priorities to drive performance improvement.



1.1.1 Strategic Planning Process – How do your senior leaders accomplish strategic planning? What are the key process steps and who are the participants? How do you ensure that the process addresses strengths, weaknesses, opportunities, and threats; major shifts in technology, markets, and competition? What are your key strategic goals, measureable targets, and timetables? How are goals and metrics deployed throughout the organization?

# 1.1.1 Process Worksheet

Suppliers	Inputs	Process	Outputs	Customers
Customers Employees Suppliers Owners	Financial Analysis Operations Analysis Technology Analysis Markets Analysis Competitive Analysis Standards – AS9100, SEA	Preparation		Planning Team
Customer Employee Supplier	Customer Interviews/Surveys Employee Interviews/Surveys Supplier Interviews/Surveys	SWOT		Planning Team
Planning Team	Report Outs SWOT	Planning Session	Vision Mission Goals & Timetables Scorecard Targets Objectives – Action Plans Value Streams Selected Champions Selected Process Owners	Planning Team
Planning Team	Strategic Plan	Deployment	Employee Meetings Supplier Meetings Customer Meetings Department & Individual Goals Reward Recognition Communication	Employees Suppliers Customers

# 1.1.1 Work Instructions

Inputs	Process	Instructions	Outputs	Customers
Financial Analysis Operations Analysis Technology Analysis Markets Analysis Competitive Analysis Standards – AS9100, SEA	Preparation	A member of the planning team will be assigned to produce a report on each of the inputs listed to be distributed one week prior to the planning session.	<u>PowerPoint Reports</u> Financial Analysis Operations Analysis Technology Analysis Markets Analysis Competitive Analysis Standards – AS9100, SEA	Planning Team
Customer Interviews/Surveys Employee Interviews/Surveys Supplier Interviews/Surveys	SWOT	Surveys will be conducted with each input audience to determine strengths, weaknesses, opportunities, and threats report to be distributed to planning team one week prior to planning session.		Planning Team
Report Outs SWOT	Planning Session	Planning Team meets in accordance with defined schedule and agenda	Vision, Mission Goals & Timetables Scorecard Annual Improvement Plan Value Streams Champions, Process Owners	Planning Team
Strategic Plan	Deployment	Sessions are scheduled with each function and department to present strategic plan and to review key performance requirements for each in accordance with roadmap processes 1.1.2-5.	Employee Meetings Supplier Meetings Customer Meetings Department & Individual Goals Reward Recognition Communication	Employees Suppliers Customers

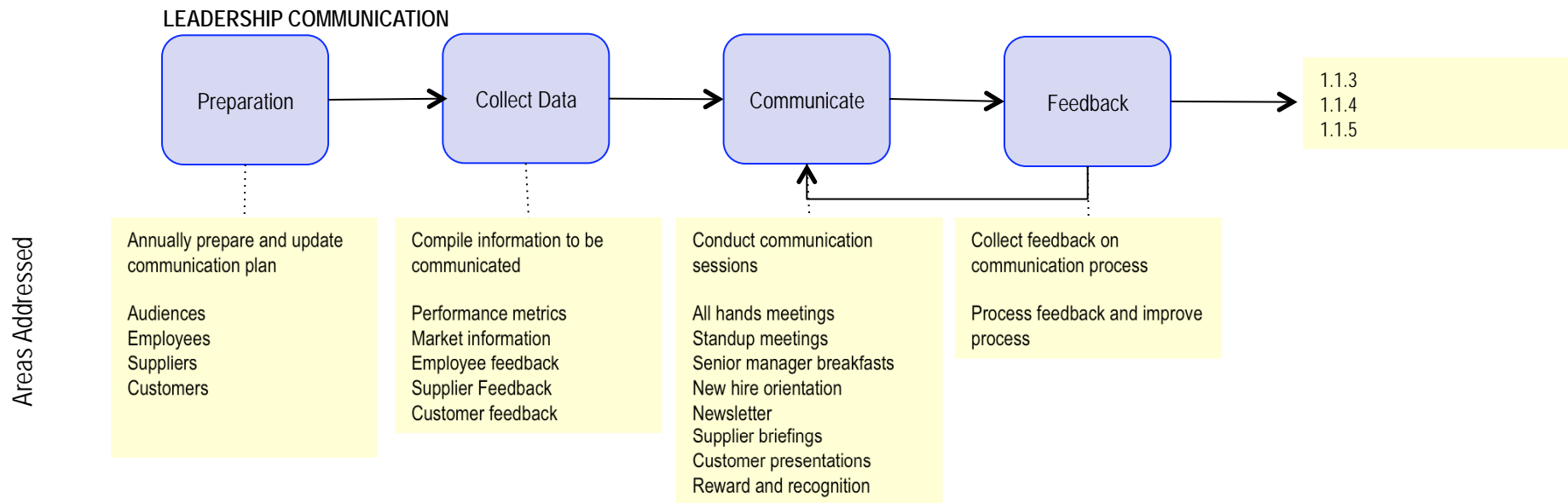
# 1.1.1 Training Record

Process	Participants	Certified Trainer	Training Date	Certification Date
Preparation	Planning Team Planning Staff Support	Jones	3/10/1999 3/10/1999	4/10/1999 4/10/1999
SWOT	Planning Team Planning Staff Support Department Heads	Jones	3/11/1999 3/11/1999 3/11/1999	4/10/1999 4/10/1999 4/10/1999
Planning Session	Planning Team	Jones	3/14/1999	3/14/1999
Deployment	Planning Team Department Heads Functional Heads Cell Leaders Team Leaders	Smith		

Most companies already have formats for work instructions and training records. These are intended as illustrations and not formats. Please use actual individual names for participants

## 1.1.2 Leadership Communication

Purpose: to ensure understanding, buy-in, and ownership at all levels of the organization to drive performance improvement.

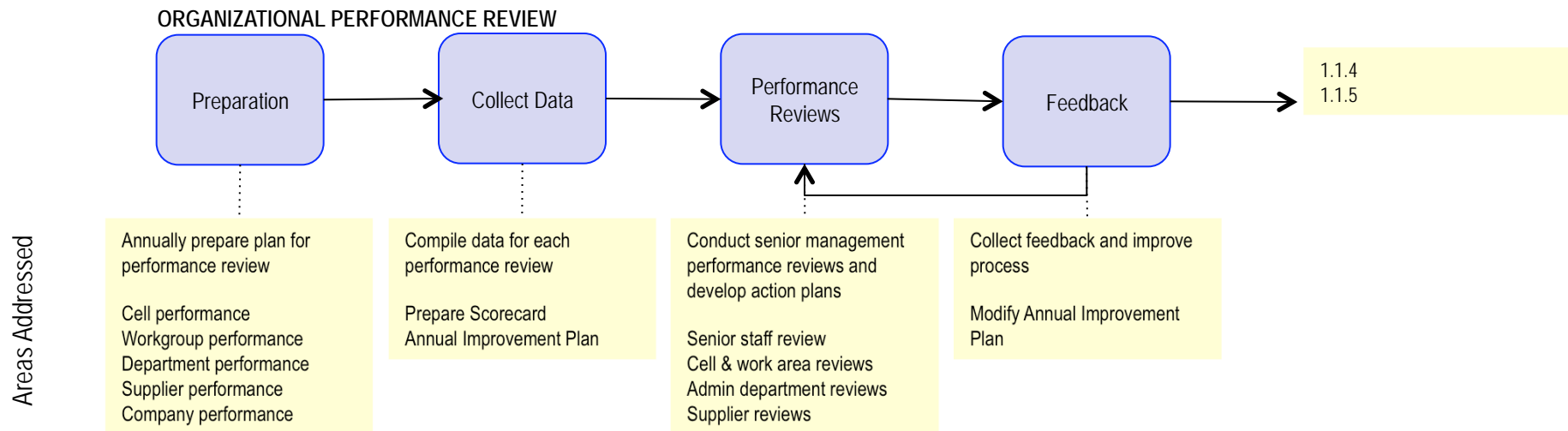


1.1.2 Leadership Communication Process – How do senior leaders communicate and reinforce company direction and expectations (vision, goals, mission, and values) to all employees, customers, and key suppliers/partners? What are the key process steps and who are the participants? How do senior leaders encourage frank, two-way communication throughout the organization? How do senior leaders create and re-enforce a high-performance work culture that embraces standard work, process maturity, and lean production techniques? How do senior leaders involve themselves in reward and recognition that re-enforces a high-performance work culture?



# 1.1.3 Organizational Performance Review

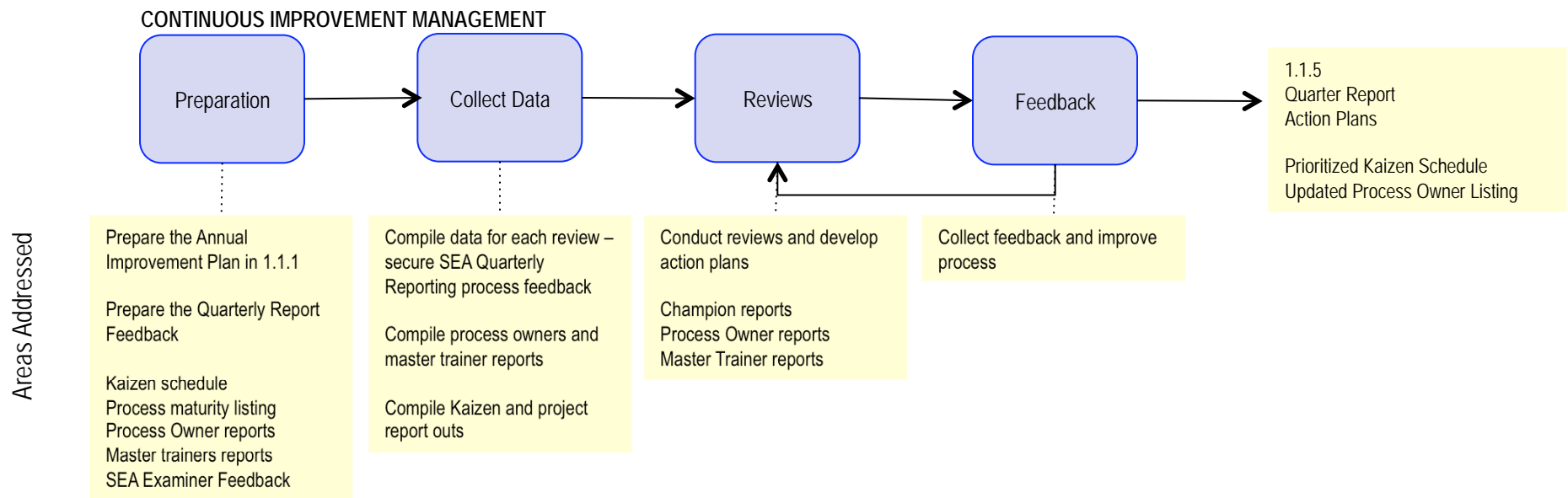
Purpose: to ensure focus on and accountability for targeted performance improvements at all levels of the organization.



1.1.3 Organizational Performance Review Process - How do senior leaders review organizational performance to assess organizational success, competitive performance, and progress relative to strategic goals and action plans? How do senior leaders select, organize, and assess key performance metrics and measureable goals? How do senior leaders translate organizational performance review findings into priorities for continuous improvement?

# 1.1.4 Continuous Improvement Management

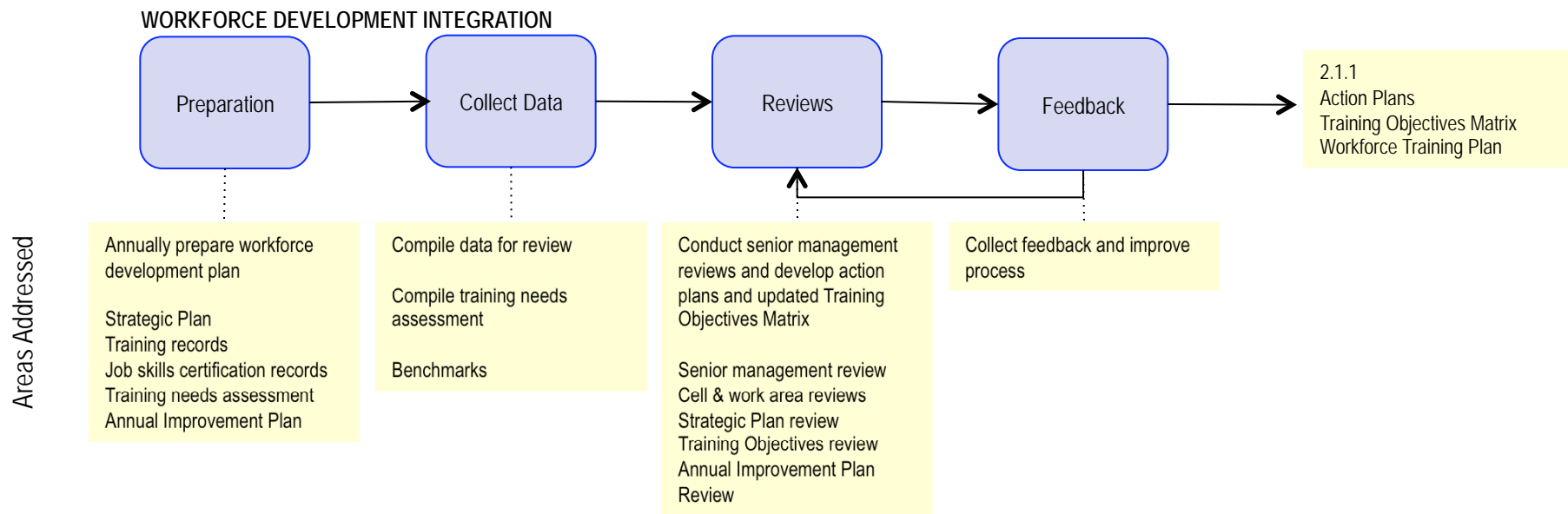
Purpose: to prioritize and drive improvement efforts, as well as allocate necessary resources.



1.1.4 Continuous Improvement Management Process – How does your organization select improvement priorities and review progress on improvement initiatives? How are process owners, master trainers, and strategic champions included in this process? How are improvement projects and teams selected and given direction? How is a standard problem-solving model deployed throughout the organization? How are recognition and sharing of key learning accomplished? How are process improvement ideas solicited, reviewed, approved, and implemented? How is a high level of workforce participation ensured? How are improvement suggestions recognized? How are suggestions made visible in work areas?

# 1.1.5 Workforce Development Integration Process

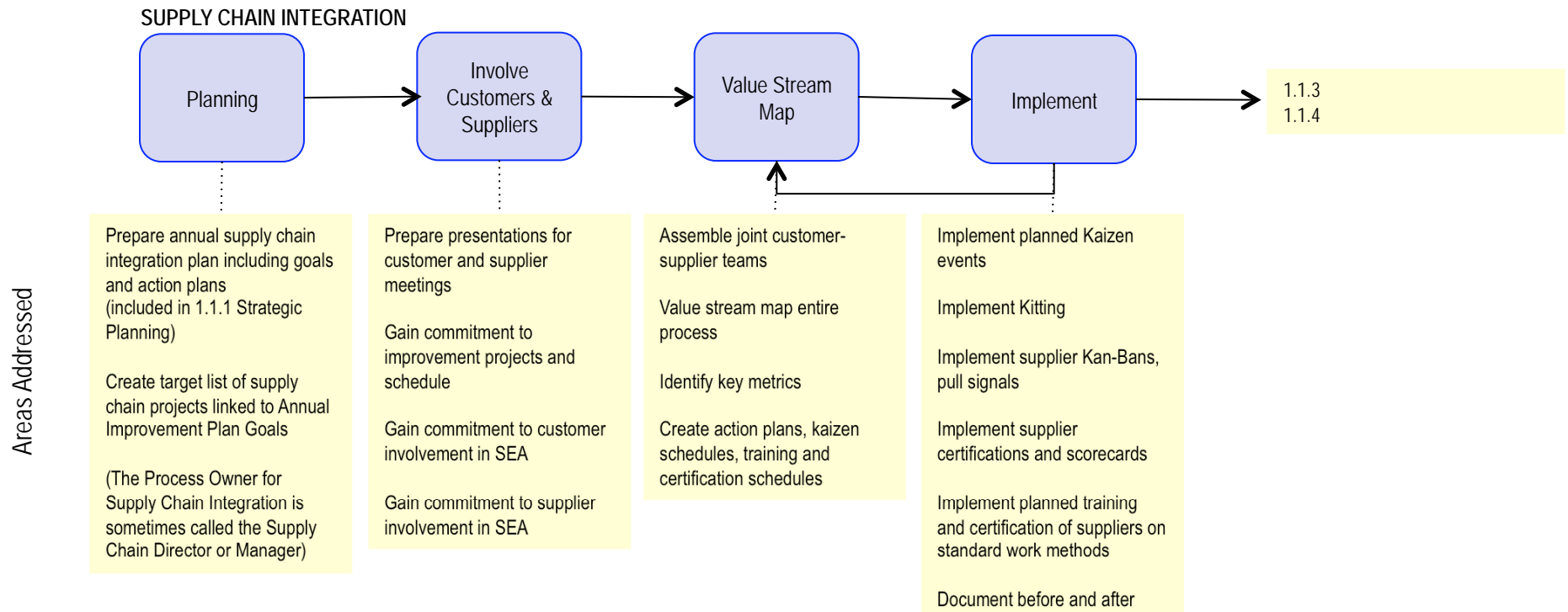
Purpose: to ensure that management sets priorities and allocates resources to workforce development.



1.1.5 Workforce Development Process – How do senior leaders evaluate the need for workforce development and select topics for each level and function? How does the selection of training topics integrate with strategic goals and process improvement needs? How is the workforce-training plan prepared and monitored? How does your organization ensure continuous learning from improvement projects, customers, and suppliers? How does your organization integrate benchmarking into the learning process? How does your organization integrate such learning into on-going employee education, training, and development?

## 1.2.1 Supply Chain Integration Process

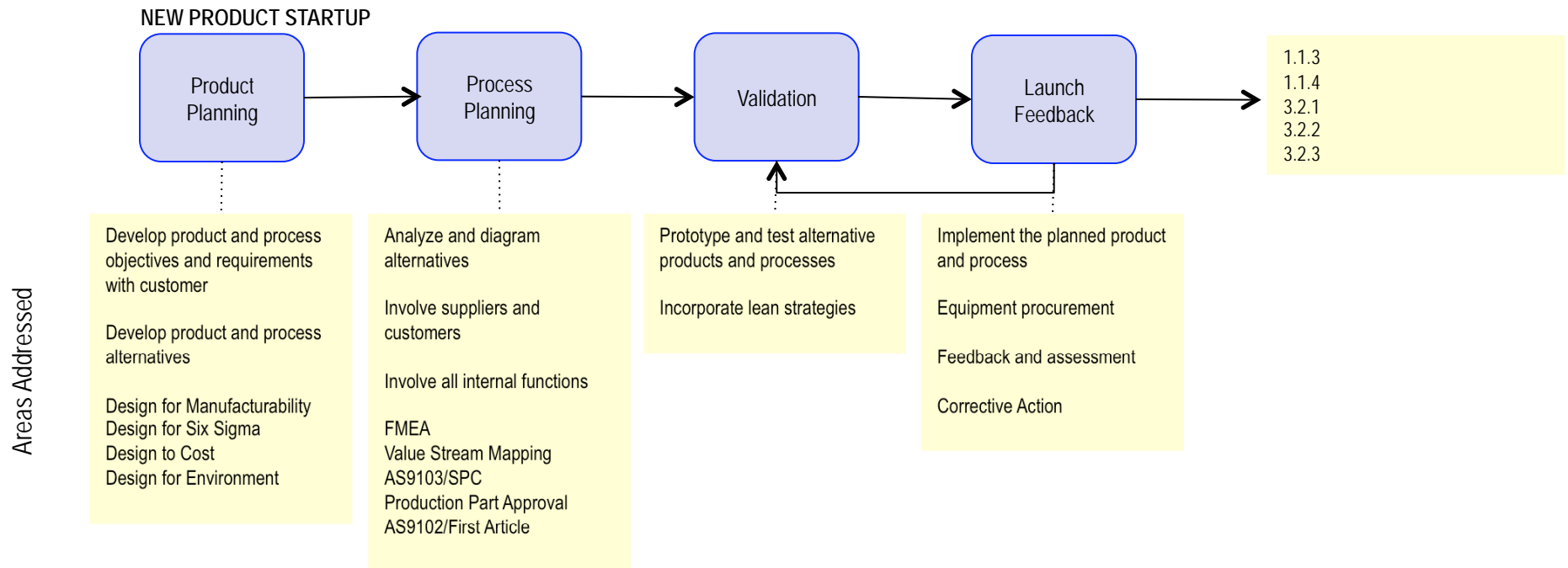
Purpose: : to integrate customer and supplier efforts to increase performance and reduce cost for the entire supply chain



1.2.1 Supply Chain Integration Process – How do senior leaders select supply chain improvement projects? How does your organization integrate its customers and suppliers into its improvement strategies? How do you qualify suppliers in quality, delivery and ability to respond to pull signals? How do you integrate suppliers into your lean strategies such as in supplier-managed inventory, min-max, consumption-based ordering, pull signals? How does your organization make use of teaming agreements to drive alliances that improve supply chain performance?

## 1.3.1 New Product Startup Process

Purpose: to plan and implement a highly effective product and process startup



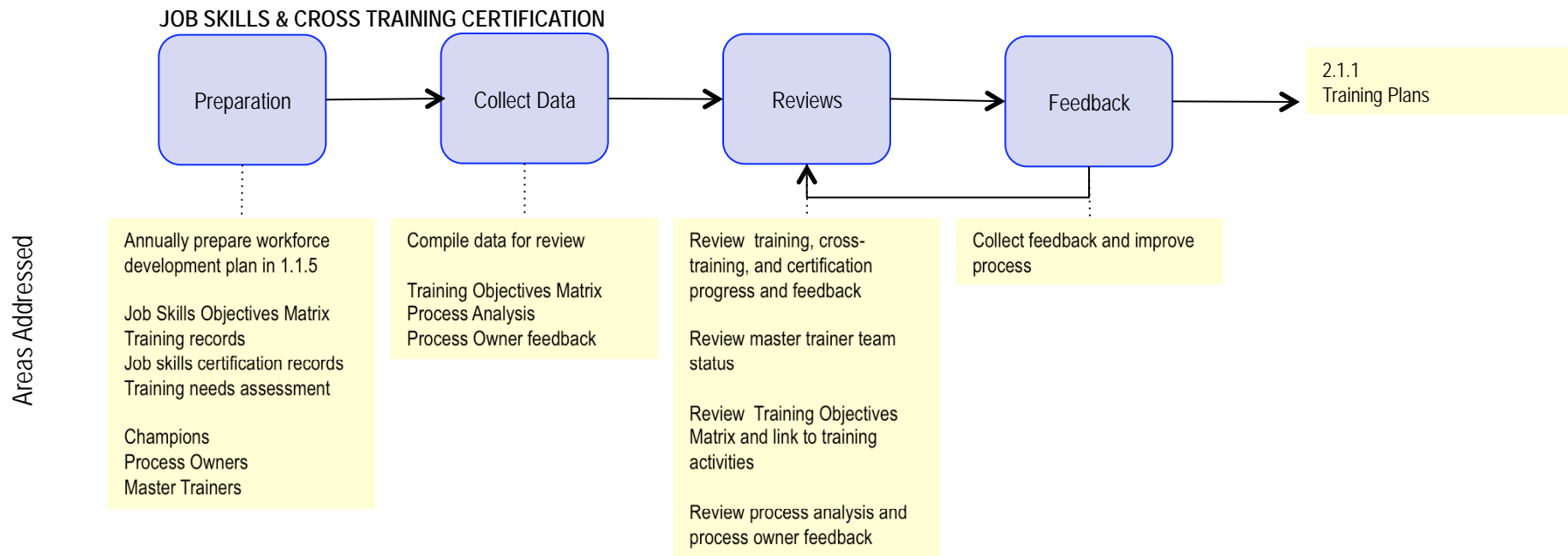
1.3.1 New Product Startup Process – How does your organization contribute to the immediate success of customer startup operations including first article and early production efforts? How are processes like Advanced Product Quality Planning “APQP” and Production Preparation Process “3P” used to pro-actively ensure value for customers? How are customers needs for reduced lead time and high levels of initial quality considered in the startup process?



# Workforce Development

## 2.1.1 Job Skills & Cross-Training Certification Process

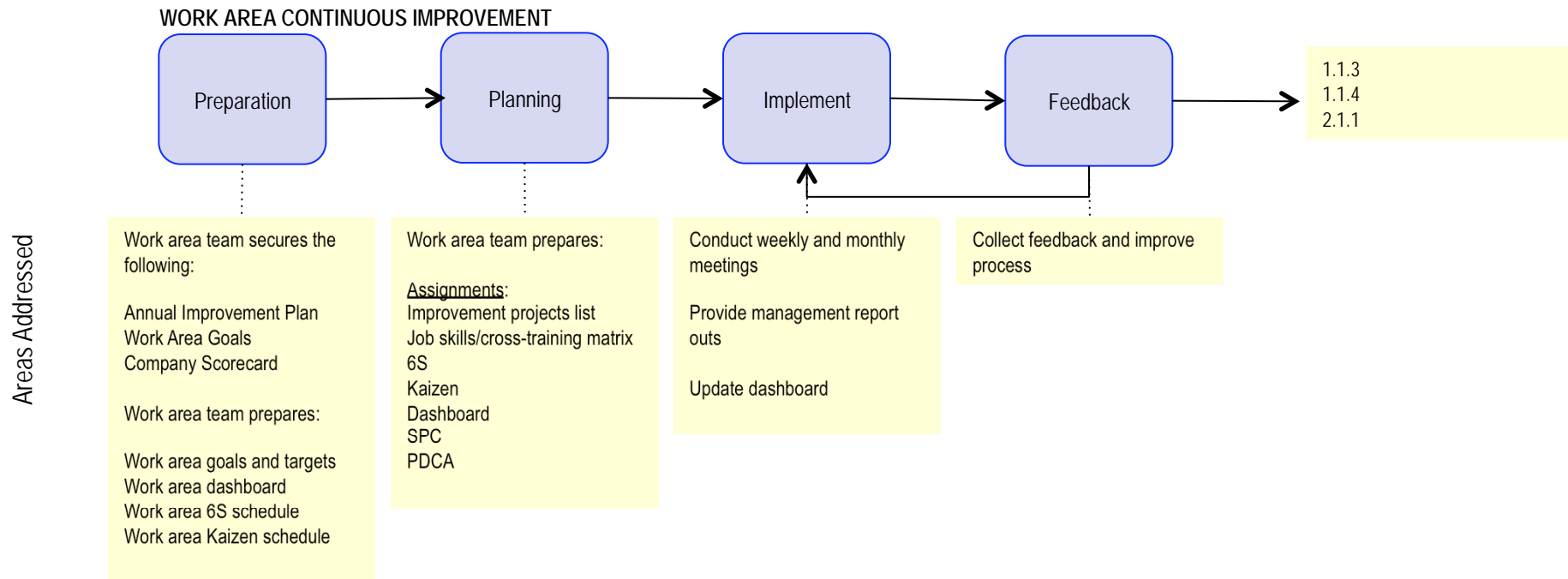
The purpose of the job skills & cross-training certification process is to maintain and expand the training and job skills certification effort.



2.1.1 Job Skills & Cross-Training Certification Process - How is job skills training and certification accomplished? How does your organization ensure that processes selected are linked to key priorities for improvement? How is cross-training accomplished? How is the team of master trainers maintained and expanded? How is the training and cross-training program reviewed?

## 2.2.1 Work Areas Continuous Improvement Process

The purpose of the work area continuous improvement process is to establish a self-management system for cells and work areas



2.2.1 Work Area Continuous Improvement Process – How is continuous improvement supported in all work areas? How are improvement projects linked to work area goals? How does the work area integrate continuous improvement into their daily operations? How are problem-solving and corrective action methods standardized in all workgroup processes? How are work areas and cells reviewed by senior management? How are statistical methods integrated into the standard work for appropriate managed processes? How are process control plans developed and implemented? How are statistical methods reviewed and their application improved?

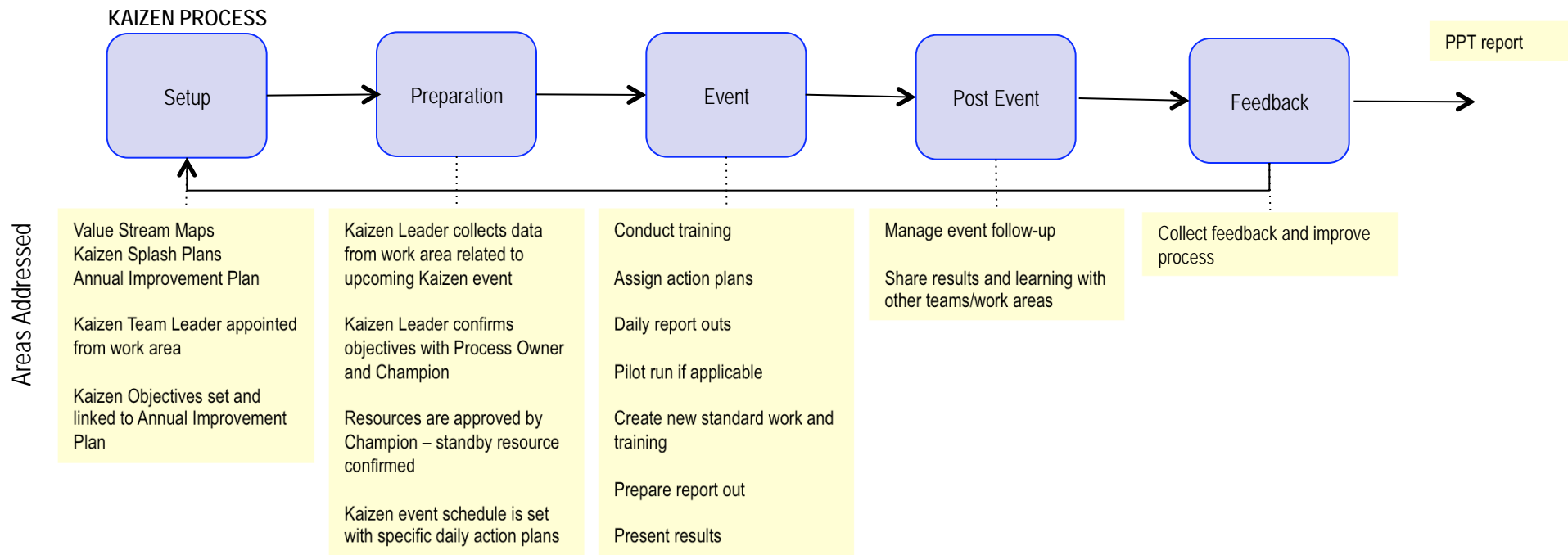




# Operational Excellence

## 3.1.1 Kaizen Process

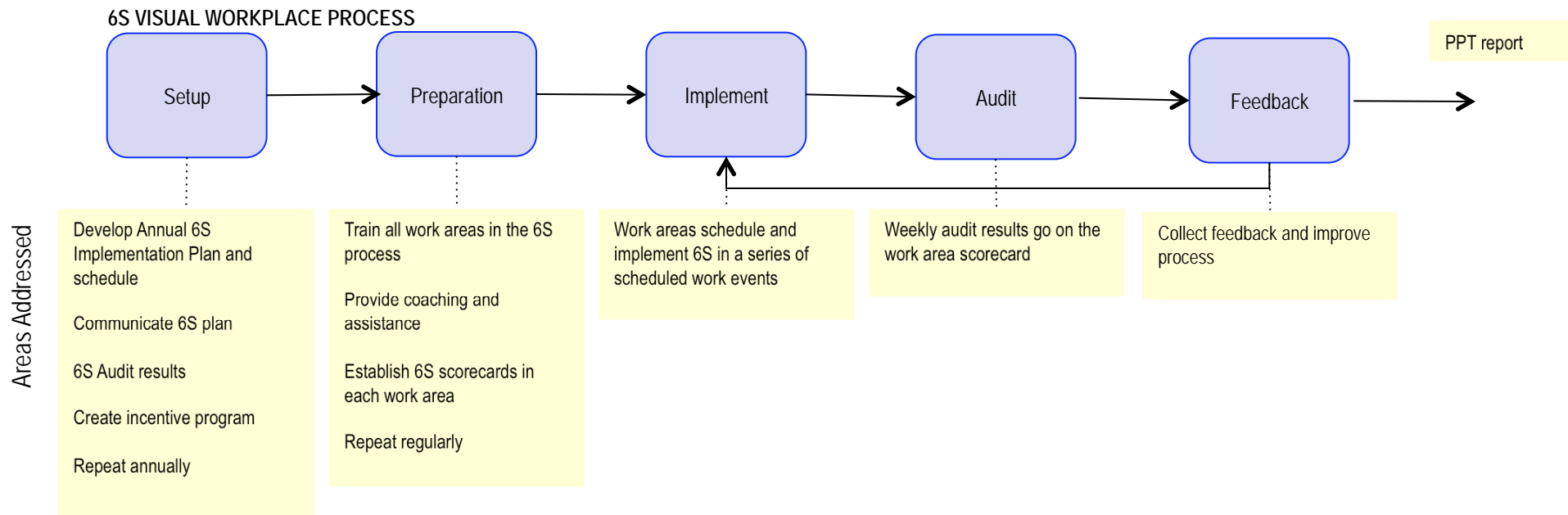
The purpose of the Kaizen Process is to accelerate and create breakthroughs in work-area process performance.



3.1.1 Kaizen Process – How does your organization set and review priorities for Kaizen events? How are Kaizen events conducted? How is recognition for team members provided and are senior managers and the workforce involved? How are lessons learned shared with others who can benefit? How are process improvements documented and deployed to others using the same or similar processes? How are internal Kaizen leaders developed and deployed? How are goals set for Kaizen leadership and how is progress monitored?

## 3.1.2 6S Visual Workplace Process

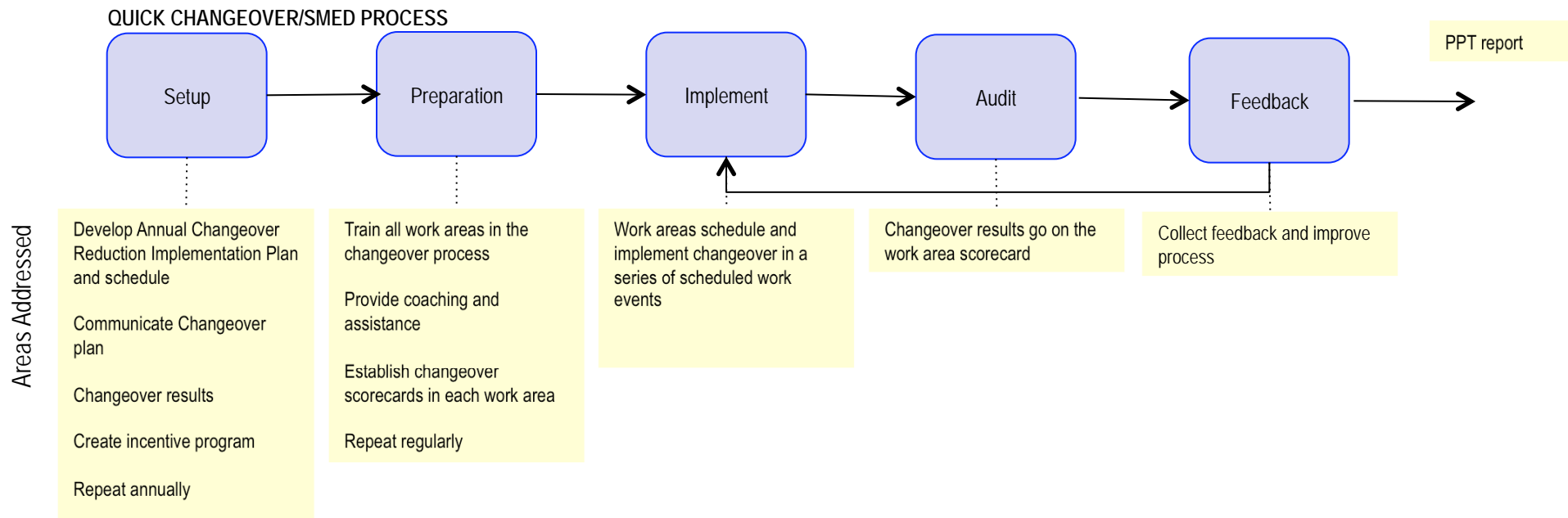
The purpose of the 6S visual workplace process is to place ongoing and continuous focus on workplace organization and effectiveness.



3.1.2 6S Visual Workplace Process – How does your organization ensure effective deployment of 6S Visual Workplace strategies for workplace organization? How are the 6S status, process flow, production status, employee training status, and continuous improvement effort clearly displayed and visible in the office and factory floor? How does your organization ensure that work areas are kept consistently free of dirt and clutter? How are improvements reviewed and recognized?

## 3.1.3 Quick Changeover/SMED Process

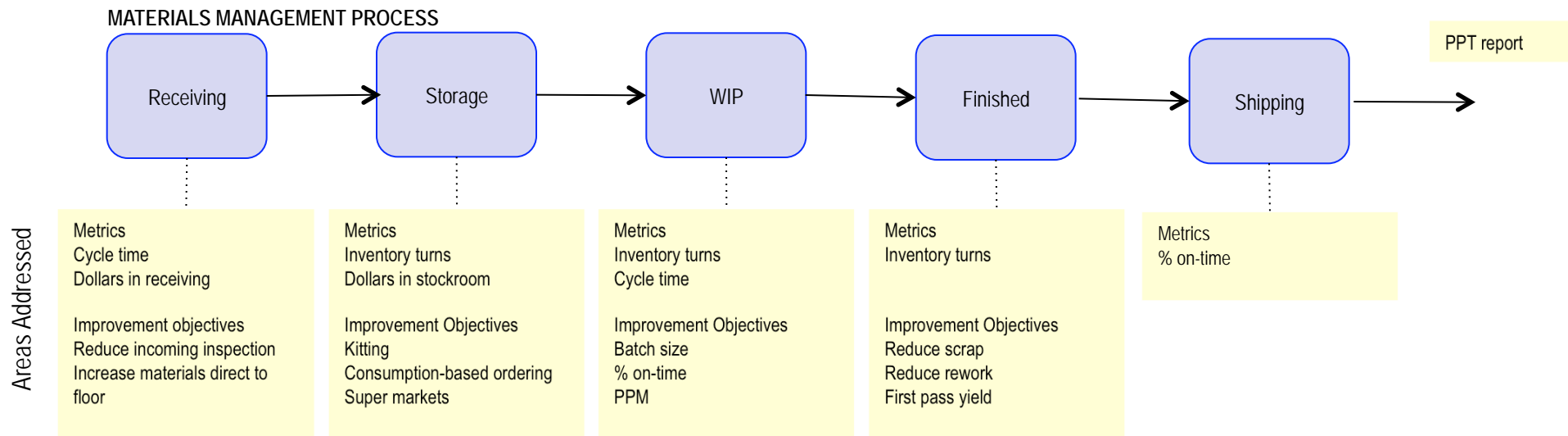
The purpose of the quick changeover process is to place focus on the reduction of changeover times in order to achieve faster flow of product



3.1.3 Quick Changeover/SMED Process – How does your organization continually reduce changeover and setup times? How are changeover and setup times tracked and displayed on the factory floor? Have machine operators been formally trained in SMED methods? How is progress reviewed and recognized? What metrics are monitored?

## 3.2.1 Materials Management Process

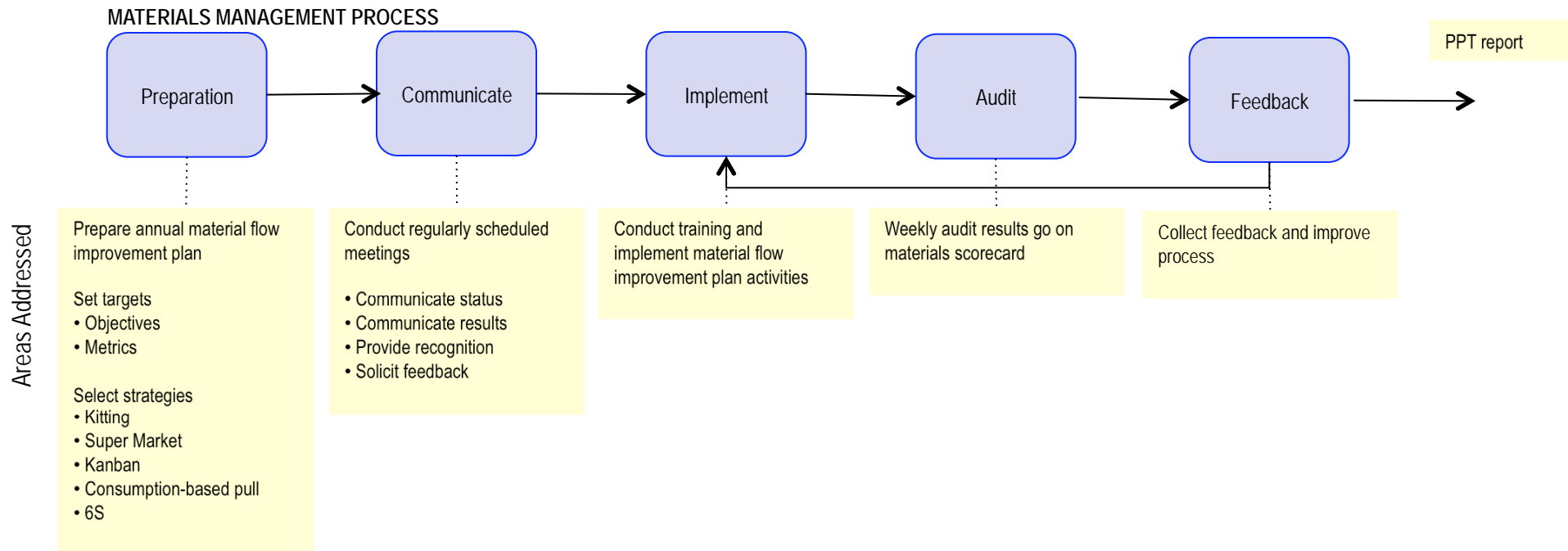
The purpose of the material management process is to enable, support, and improve material support for the lean enterprise.



3.2.1 Material Management Process – How does your organization ensure the effectiveness of material management processes in support of its lean and flow manufacturing objectives? How does your organization maintain a high level of inventory accuracy? How do you maintain a high level of 6S in material storage areas? How are levels of obsolete, slow-moving and expedited material maintained at a minimum? How are material handlers, material planners and supervisors formally trained in material management methods? How does your organization integrate the requirements of a flow-based material process? How are “pull” methods such as material Kanbans, consumption-based ordering and min-max utilized? How are Kanban supermarkets integrated into factory floor operations?

## 3.2.1 Materials Management Process

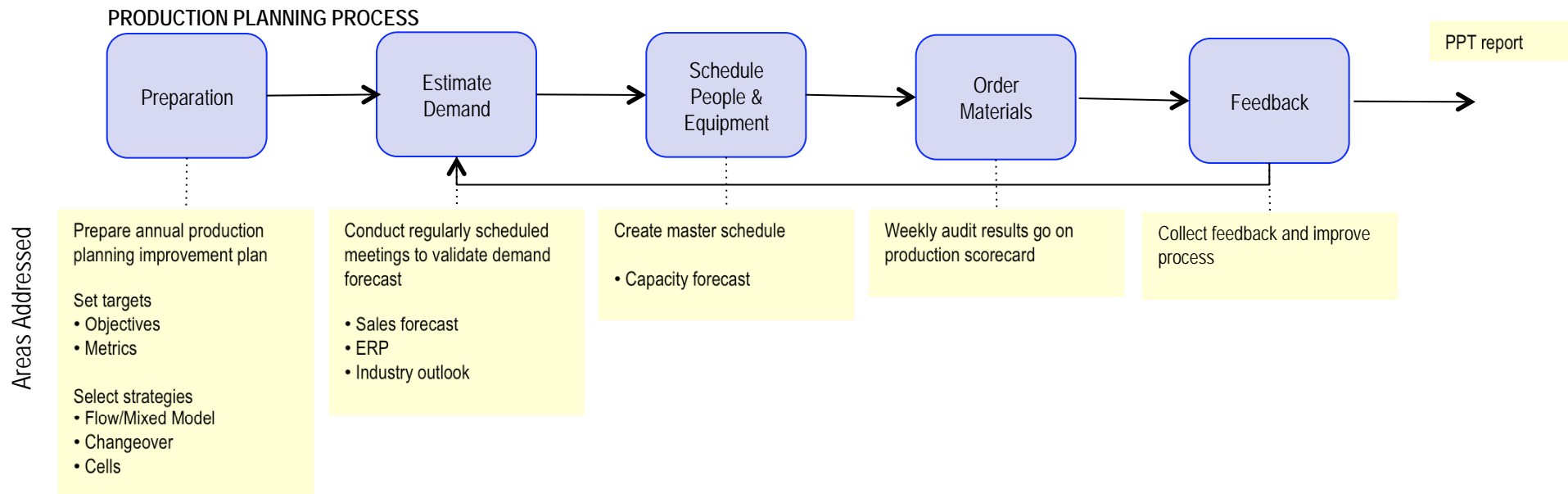
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## 3.2.2 Production Planning Process

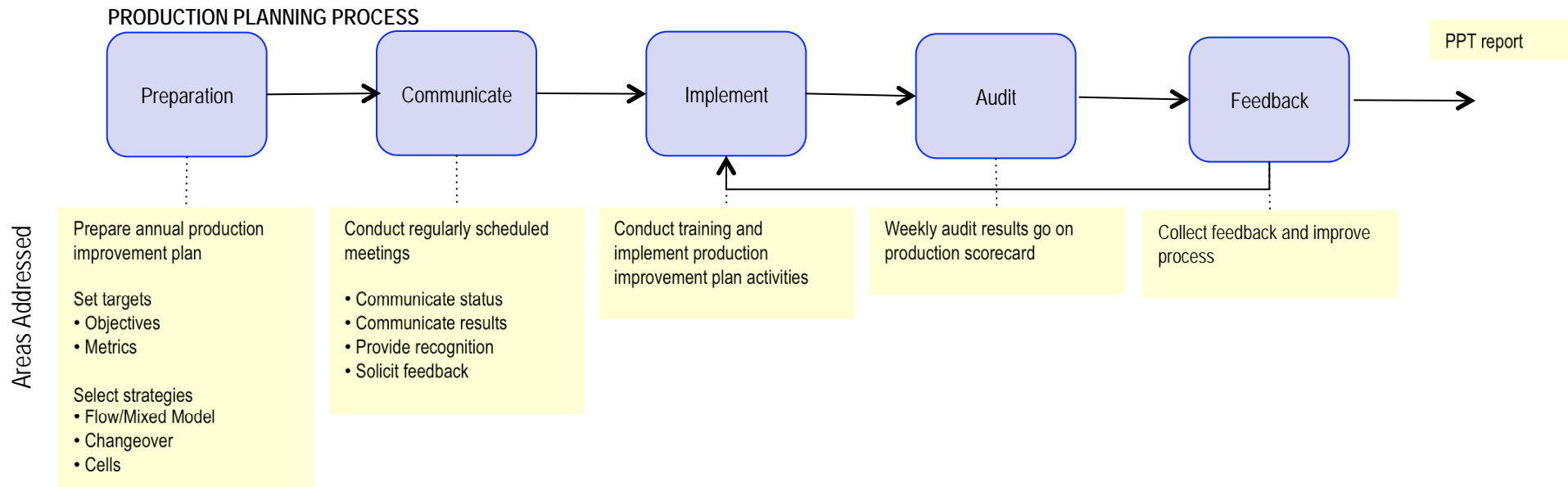
The purpose of the production planning process is to enable, support, and improve production support for the lean enterprise.



3.2.2 Production Planning Process – How does your organization ensure the effectiveness of production planning processes in support of its lean and flow manufacturing objectives? How often are production requirements updated and communicated to the factory floor? How are production schedules communicated to different work centers? How are pull methods such as FIFO lanes and supermarkets used to replace the need for detailed production schedules? How are production planners trained in production planning methods? How does your organization integrate mixed model cell/line design into its operations throughout the enterprise? How are production and industrial engineers, production managers and supervisors, and material management personnel trained in the lean mixed model line design methods? How are major processes linked and balanced into a continuous flow? How are pull methods such as In Process Kanbans, FIFO lanes and Kanban supermarkets integrated into the production flow? How are operators cross-trained for multiple workstations?

## 3.2.2 Production Planning Process

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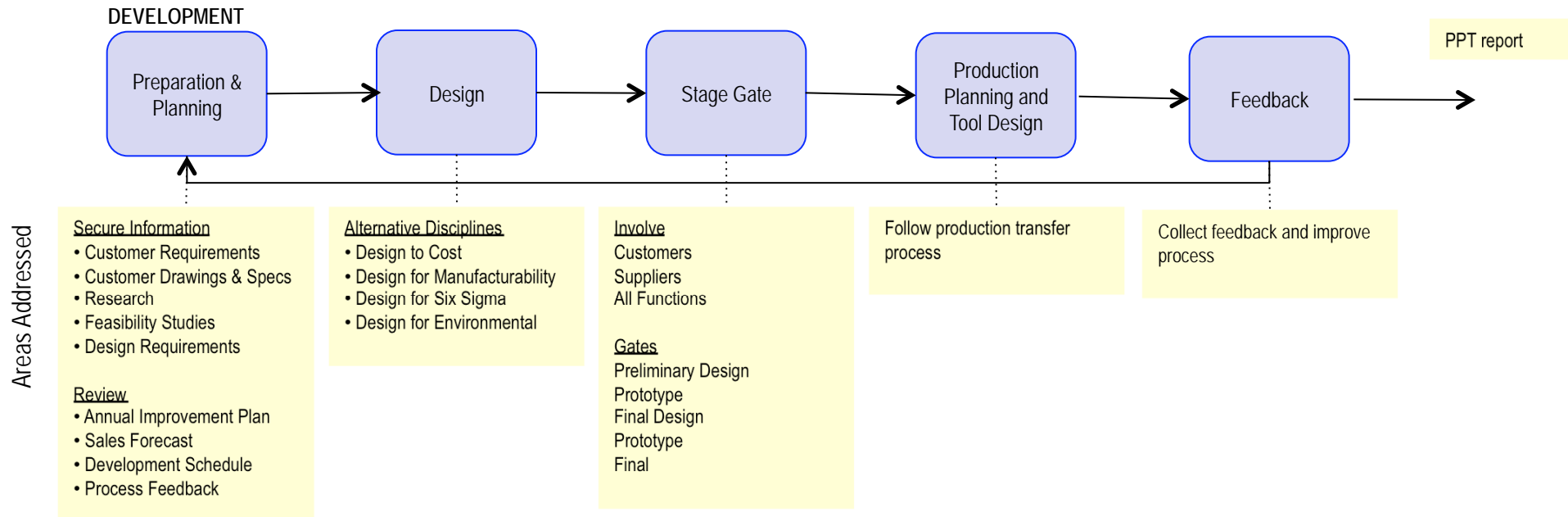


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## 3.2.3 Development Process

The purpose of the development process is to provide and continuously improve engineering services for the lean enterprise



3.2.3 Development Process – How does your organization design and develop new products or services? How are advanced techniques such as Six Sigma, Design of Experiments, Design to Cost, Design for Manufacturability integrated into your operations? How are customers and suppliers integrated into your development process? How is the development process reviewed and improved?

# The Process Owner Forum

## FORUMS













TRACK	ITEM	DATE	SIGNUP LINK
Leadership Communication	1.1.4 - Continuous Improvement Management Process	December 6, 2010	<a href="#">CLICK</a>
Operational Excellence	3.1.5 - Production Planning Process	December 13, 2010	<a href="#">CLICK</a>
Leadership and Culture	1.1.5 - Workforce Development Integration Process	December 20, 2010	<a href="#">CLICK</a>
Leadership and Culture	1.1.1 - Strategic Planning Process	January 10, 2011	<a href="#">CLICK</a>
Operational Excellence	3.1.1. - Kaizen Process	January 17, 2011	<a href="#">CLICK</a>
Workforce Development	2.1.1 - Job Skills & Cross-Training Certification Process	January 24, 2011	<a href="#">CLICK</a>
Leadership and Culture	1.1.2 - Leadership Communication Process	January 31, 2011	<a href="#">CLICK</a>
Operational Excellence	3.1.2 - 6S Process	February 7, 2011	<a href="#">CLICK</a>
Leadership and Culture	1.1.3 - Organizational Performance Review	February 14, 2011	<a href="#">CLICK</a>
Operational Excellence	3.1.3 - Quick Changeover/SMED Process	February 21, 2011	<a href="#">CLICK</a>
Leadership and Culture	1.1.4 - Continuous Improvement Management Process	March 7, 2011	<a href="#">CLICK</a>
Operational Excellence	3.1.4 - Materials Management Process	March 14, 2011	<a href="#">CLICK</a>
Leadership and Culture	1.1.5 - Workforce Development Integration Process	March 21, 2011	<a href="#">CLICK</a>
Operational Excellence	3.1.5 - Production Planning Process	March 28, 2011	<a href="#">CLICK</a>

# The Quarterly Performance Review Process

- ➔ Supplier submits Annual Improvement Plan from 1.1.1
- ➔ Supplier establishes data collection for Quarterly Report
- ➔ Supplier submits Quarterly Report
- ➔ Supplier receives Feedback Report
- ➔ Management team reviews feedback in 1.1.4

# SEA Supplier Registry





## SUPPLIER REGISTRY






































MORE INFO	CERTIFICATION CRITERIA		SEA ROADMAP	CERTIFICATION LEVEL		PERFORMING COMPANIES		
Company Name	State	Primary Contact	Phone	Email	Video	Industry Type	OTD	PPM
CERTIFIED COMPANIES STAGE 1								
<a href="#">Geater Machining &amp; Manufacturing Company</a>	IA	Jerry Bitterman Chief Executive Officer	(319) 334-6026 x326			Machining - Machined Assemblies		
<a href="#">GENTEX Corporation (Respiratory Systems)</a>	CA	Robert McCay General Manager	(909) 481-7667 x3600			Life Support Products - Military Commercial Markets		
<a href="#">Hixson Metal Finishing</a>	CA	Douglas C. Greene President	(949) 645-4800		 	Special Processing - Anodizing, Plating, Brazing, Heat Treating, Finishes, Coating, Sealant		
<a href="#">Perfekta, Inc.</a>	KS	Sonya Keller Manager	(316) 263-2056			Machining - Machined Assemblies		
<a href="#">Roberts Tool Company, Inc.</a>	CA	Brad Hart Chief Executive Officer	(818) 407-0291			Machining - Machined Assemblies		
<a href="#">Vaupell, Inc.</a>	WA	Joseph F. Jahn President & CEO	(206) 676-8241		 	Plastics - Parts & Assemblies		
<a href="#">W Machine Works, Inc.</a>	CA	Marzel Necklen President	(818) 890-8049		  	Machining - Machined Assemblies		



# Supplier Registry





















## Phases Icons & Description

-  **Phase 4: Pre-Certification**  
All stage one processes at level 3 or higher PMM  
3 of 4 metrics improved from last quarter  
3 or more managed processes at level 3 PMM
-  **Phase 3: Advanced**  
6 to 10 stage one process at level 3 or higher PMM  
2 of 4 metrics improved from last quarter  
1 or 2 or more managed processes at level 3 PMM
-  **Phase 2: Early**  
1-5 stage one processes at level 3 or higher PMM  
1 of 4 metrics improved from last quarter
-  **Phase 1: Start-Up**  
0 roadmap processes at level 3 or higher PMM  
No metrics improved from last quarter or no previous baseline established yet

PERFORMING COMPANIES							MORE INFO
	IA	Kevin Urban President	(800) 394-6474 x132			Fabrication, Bending, Forming & Sheet Metal	
	KS	Jason Cox Chief Technology Officer	(316) 943-1342			Machining-Machined Assemblies	
	CA	John Yerger President	(858) 587-6900			Electrical Systems & Subsystems	
	IL	Pat Bye President	(815) 877-1410			Machining - Machined Assemblies	
	CT	Steven A. Fournier President & CEO	(203) 729-4900 x217			Design and manufacture of hydraulic and pneumatic valves, actuators, braking devices and fuses	
	TX	Tim Holland CEO	(817) 535-3200			Distributor - Production Supplies Distributor - Industrial Supplies	
	CA	Douglas C. Greene President	(949) 645-4800			Special Processing - Anodizing, Plating, Brazing, Heat Treating, Finishes, Coating, Sealant	
		Javier del Valle Castellanos General Manager	(52) 55-5569-1922			Machining - Machined Assemblies	
	CA	Mike Morgan President	(951) 736-5390			Machining - Machined Assemblies	
<a href="#">TSI Plastics, Inc.</a>	MN	Pat McCready President & CEO	(763) 784-0240			Plastics - Parts & Assemblies	
<a href="#">Vescio Threading Company, Inc.</a>	CA	Greg Vescio CEO	(562) 802-1869			Specializing in Threading & Precision CNC Machining	
<a href="#">W Machine Works, Inc.</a>	CA	Marzel Neckien President	(818) 890-8049			Machining - Machined Assemblies	
<a href="#">Clark Technology Systems, Inc.</a>	PA	Faith D Clark President	(570) 523-0375			Design/Package/Fabricate process consoles	

# SUPPLIER REGISTRY

[MORE INFO](#)
[CERTIFICATION CRITERIA](#)
[SEA ROADMAP](#)
[PHASES EXPLAINED](#)
[CERTIFIED COMPANIES](#)

Company Name	State	Primary Contact	Phone	Email	Video	Industry Type	Phase
<b>PERFORMING COMPANIES</b>							<a href="#">MORE INFO</a>
<a href="#">SMS Technologies, Inc.</a>	CA	John Yerger President	(858) 587-6900			Electrical Systems & Subsystems	
<a href="#">Energy Dynamics, Inc.</a>	IL	<div> <div>Phase 3</div> <div> <b>Phase 3:</b> <ul style="list-style-type: none"> <li>6 to 10 stage one process at level 3 or higher PMM</li> <li>2 of 4 metrics improved from last quarter</li> <li>1 or 2 or more managed processes at level 3 PMM</li> </ul> </div> <div>Close Window</div> </div>				Machined	
<a href="#">Graco Supply Company, Inc.</a>	TX					Production Industrial	
<a href="#">IMESA</a>						Machined	
<a href="#">Joined Alloys, LLC</a>	AZ					Machined Brazed	
<a href="#">Schrillo Company, Inc.</a>	CA					g - Machined	
<a href="#">TSI Plastics, Inc.</a>	MN	Pat McCready President & CEO	(763) 784-0240			Plastics - Parts & Assemblies	
<a href="#">Bridean, Inc.</a>	NY	Clint Farrell President	(631) 226-0700			Machining - Machined Assemblies	
<a href="#">Cox Machine, Inc.</a>	KS	Jason Cox Chief Technology Officer	(316) 943-1342			Machining-Machined Assemblies	
<a href="#">Industrial Tool, Die &amp; Engineering, Inc.</a>	AZ	Don L Theriault President	(520) 745-8771 x510			Machining & Machined Parts & Assemblies	
<a href="#">ADEX Machining Technologies</a>	SC	Ryan Atchley Engineering Manager	(846) 416-3100			Machining & Machined Assemblies	

# Reading Materials

- ✈ The Industrial Trainer by Gary Griffith
- ✈ Aerospace Flow by Richard Rahn

These are both available on Amazon.

The SEA website has webcast workshops free to members that give specific information about various aspects of implementing the SEA Roadmap. Got to <http://seaonline.org/Briefings/webcasts.html>

# Thank You



<http://seaonline.org/ContactSEA/contactus-form.htm>