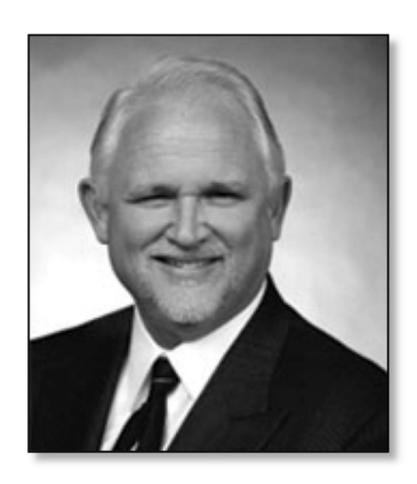
Introduction to Workforce Development



Michael G. Beason
Founder and CEO
Supplier Excellence Alliance

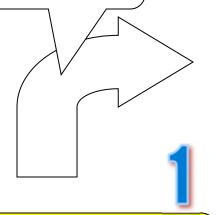




Supplier adds inventory to achieve faster lead time and better delivery

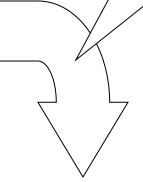
The Vicious Cycle

Velocity of materials through the plant is slower and costs increase



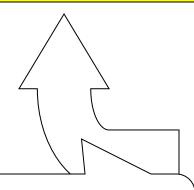
Less working capital is available, supplier lays off and reduces capacity





Customer demands faster response, 100% on-time and zero PPM quality performance

Customer demands double-digit cost reductions



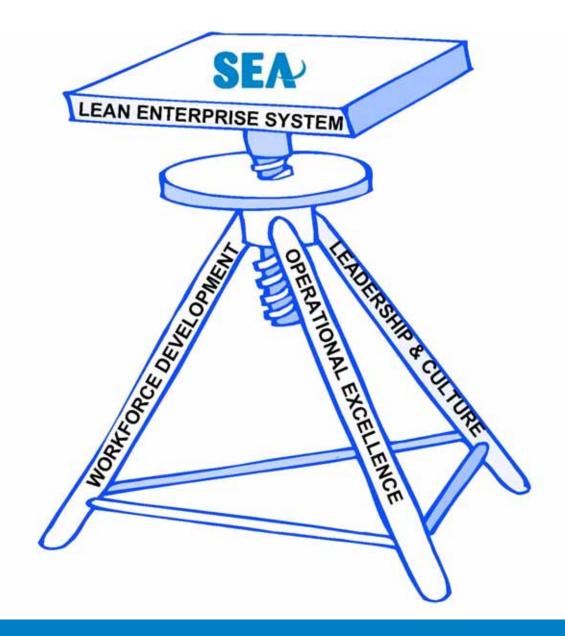
Less business supports more overhead and supplier becomes less competitive on cost and performance



Supplier becomes less competitive; can't add value loses business

Supplier Excellence Alliance ©2010

Further layoffs and reductions in capacity are made; investment in improvements are delayed and R&D and engineering capacity cut



SEA Accelerating Supply Chain Performance

The SEA Roadmap

	Stage One	Stage Two	Stage Three
	Stabilization	Integration	Sustaining
Leadership & Culture	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
Workforce Development	2.1.1 Job Skills & Cross-Training Certification Process	2.2.1 Continuous Improvement Process	
Operational Excellence	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	
Business Results	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

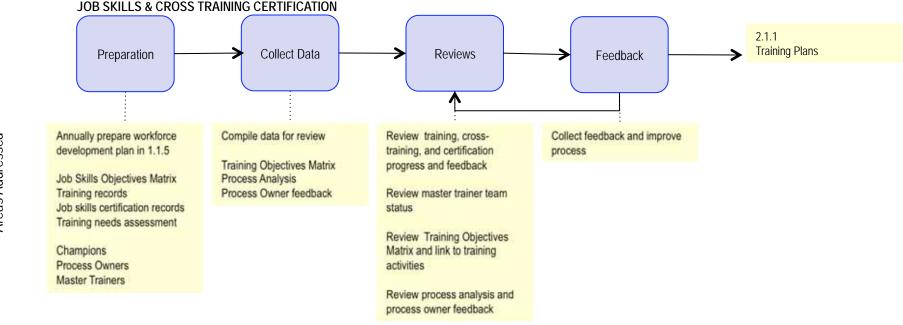


Processes: Workforce Development

- 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 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?

2.1.1 Job Skills & Cross-Training Certification Process

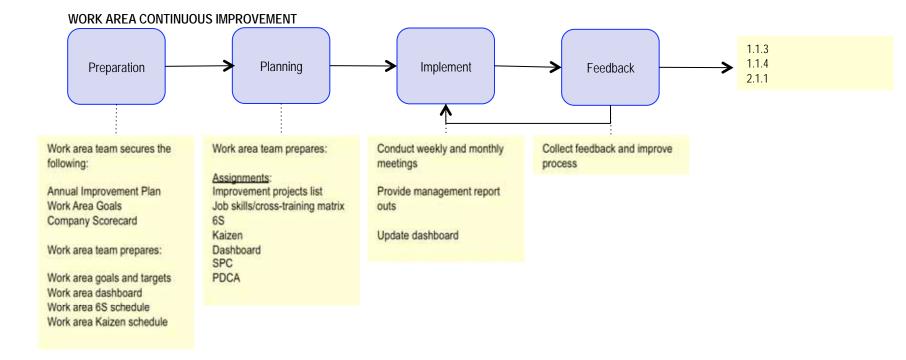
The purpose of the job skills & cross-training certification process is to maintain and expand the training and job skills certification effort.



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?

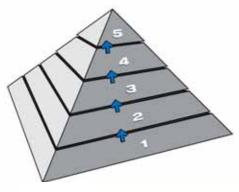
2.2.1 Work Areas Continuous Improvement Process

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



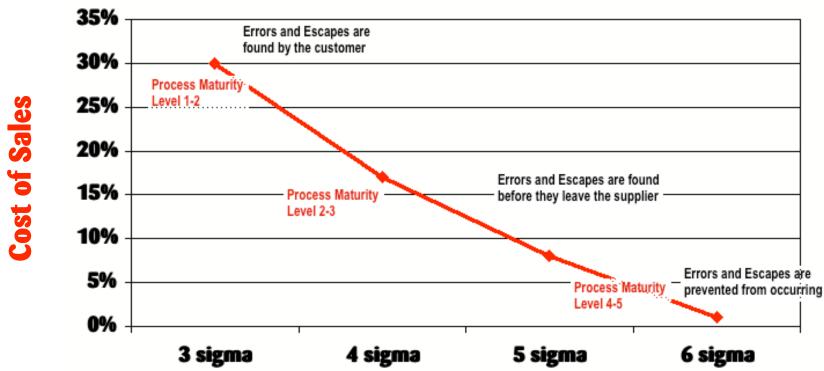
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Process Maturity Model "PMM"



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



Thank You

