2019 TOCICO International Conference **PRODUCTIVITY JOURNEY**

OF CONSTR

Project Management the TOC Way

WAL CERTIFICATION

Combining Critical Chain Project Management and the 5 Focusing Steps for extraordinary results

Philip Marris 16th of July 2019 Chicago, IL, USA

Abstract

The combination of Critical Chain Project Management and the Theory Of Constraints' 5 Focusing Steps enable extraordinary results to be obtained in an very quickly.

Capacity constraints in project portfolios can be identified immediately (Step 1) and exploited (Step 2) so as to instantaneously produce 2 or 3 times more (productivity & Throughput multiplied by >2).

Critical Chain Project Management (CCPM) can simultaneously put all projects under control, provide excellent visibility, reduce project durations by over 40%...and finish nearly all projects on time.

Several recent case studies will be used to provide practical examples.

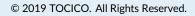
If you think all projects are doomed to be painful semi-failures, think again. If you are looking to boost your growth you need to boost your project performance, this conference will explain how easy this could be.



Philip Marris

- Theory Of Constraints expert.
 33 years of TOC experience. Started working with the founder Eliyahu Goldratt in 1986.
- Lean expert.
 35 years of experience in Lean. Assists some of the leanest organizations in the world.
- CEO of Marris Consulting based in Paris, France.









Over 30 years of TOC, over 250 times

- All kinds of industries: Aeronautical, Pharmaceutical, Luxury Goods, MRO, Consumer Goods, Auto, I.T., Fast Food, rockets ...
- 40% projects, 40% production, 20% other.





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Introduction

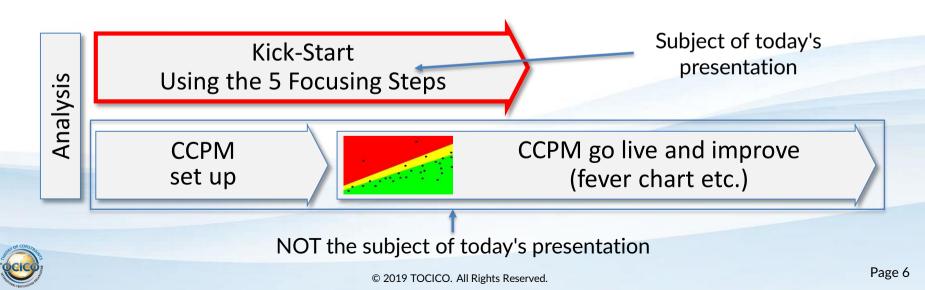
A few examples

Conclusion

Appendices

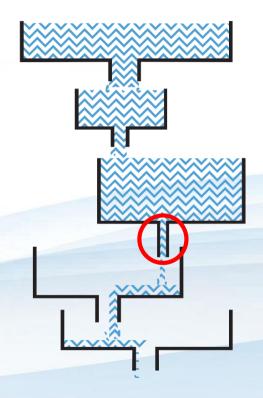
You can kick-start a Critical Chain implementation

- Capacity constraints in project portfolios can be immediately exploited to complete 2 times more projects per year.
- This can be done even before you go live with CCPM.



Project portfolios often have a capacity constraint

- There are two types of constraints in project environments:
 - The constraint of a single project is its Critical Chain: it determines the project duration.
 - The constraint of a project portfolio is a resource: it is the constraint that prevents the system producing more projects per year.

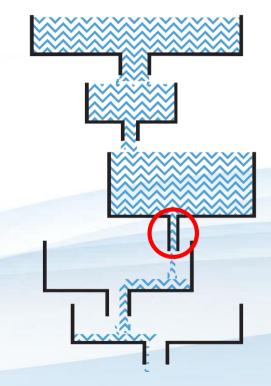




Step 1: Identify

- In Marris Consulting's experience THERE ARE QUITE OFTEN SIGNIFICANT BOTTLENECKS in multi-project portfolio environments.
- Especially in New Product Development.
- Experts disagree on this subject.





Step 1: Identify

- Find the bottleneck by finding the biggest queue.
- This is easy whether or not you have a project management software.
- Warning: the queue can be smaller than a shoe box or even "invisible" (hidden in computers).





Find the biggest queue of work

The very good news

It is easy to multiply throughput and productivity by 2 or 3 very quickly



We use just 3 of TOC's 5 Focusing Steps (5FS)

- **1. IDENTIFY** the system's constraint(s).
- 2. Decide how to **EXPLOIT** the system's constraint
- **3. SUBORDINATE** everything else to the above decision.
- **4. ELEVATE** the system's constraint
- 5. WARNING!!!!

If in the previous steps a constraint has been eliminated, go back to step 1, but do not allow INERTIA to become the system's constraint.



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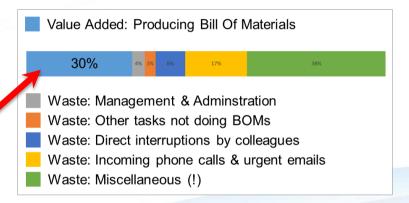
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Example New Product Development of world leader in luxury goods (>\$5 billion)

- First iteration (of Steps 1 then 2 then 5):
 - Bottleneck = Defining Bill Of Materials (it had a 5 month queue in an 15 month process).
 - DILO (Day In the Life Of) to analyze activity: 30% efficiency.
 - Exploit
 - + 100% Throughput in one week
 - + 70% Throughput in one month
 - Lead time reduction of 77% in 5 months.







(continued) World leader in luxury goods

- Second iteration:
 - Bottleneck = Purchasing (ordering the new components).
 - Exploit = +60% in 2 weeks.
- Third iteration:
 - A production resource that makes the prototypes.
 - Currently being dealt with.

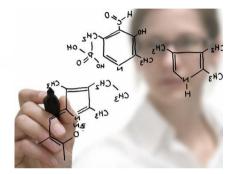
100% +70% + 60% = 230%



 \Rightarrow 230% increase so far => x 3.3

Pharmaceutical product development

- A 280 person R&D Department of a leading Animal Health Pharmaceutical firm.
- They thought that the constraint was their 19 key expert research scientists.
- In fact it was their Industrialization Department.
- So the new block buster drugs developed were all waiting for this department to define how they were going to be produced.
- Exploit & Elevate: >+200% Throughput.







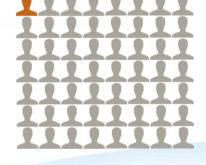
Medical Devices Manufacturer

- 250 person company part of large company.
- Portfolio: 22 big improvement projects.
- Bottleneck one person in IT.
- DILO: 30% efficiency (once again!) This critical resource also managed access badges

for the company...

- 5 Focusing Steps:
 - Exploit: + 80%.
 - Elevate (underway): Hire another person of course.

Bottlenecks are quite often in I.T.



The capacity constraint determining the future performance of the company was just one person out of 250



Engineering To Order & Make To Order (ETO & MTO)

- 500 person company part of a very big (>300,000 people) organization.
- It is an Engineering To Order (ETO) and Make To Order (MTO) business.
- Designs and builds special big gearboxes.

Example: Gearbox between a gas turbine and a generator in a power plant.





The bottleneck was the Design Office in the Engineering Department

 It was flooded: 90 projects in progress, 50 weeks of lead time, 1,8 projects (designs) finished per week.







All the managerial pressure was concentrated on this bottleneck...

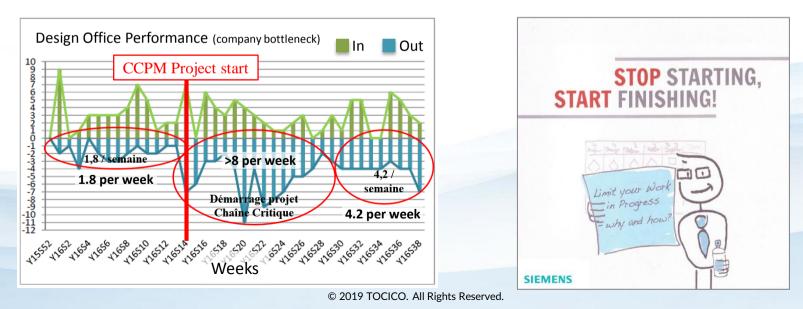
- Initially the working conditions in the Design Office were very bad.
- A DILO (Day In the Life Of) analysis revealed massive multi-tasking.
 - Switching tasks >60 times per day (an average of 7 minutes per task).
 - This significantly limited productivity.
 - It also generated many "silly" quality problems example: numerous errors in the Bill Of Materials.

WARNING: multi-tasking kills



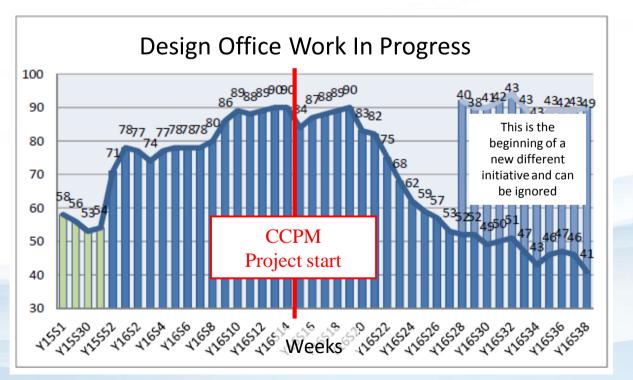
New rule: "Start finishing and stop starting"

- Throughput and productivity improved by 130%.
- And during the flushing process by >400%.



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Lead times were reduced in the Design Office from 50 weeks to 8 weeks





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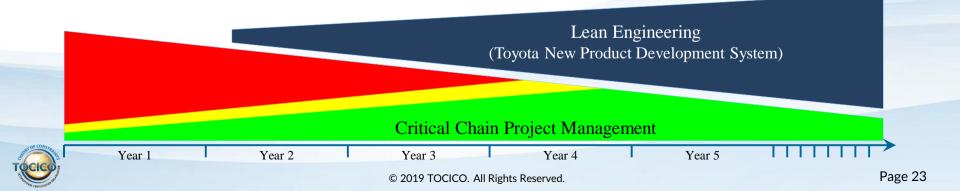
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Critical Chain

should only be the beginning of a journey

- The goal should not be just to finish projects on time and within budget.
- Critical Chain can put the organization under control and provide excellent project execution performance.
- But this should then be the foundation for doing projects that deliver exceptional results (exceptional products and services) by implementing things such as Lean Product & Process Development.



Project performance often determines a company's future

• The goal:

"To Make More Money Now And In The Future" means (we believe) that there are simultaneously 2 constraints in all companies.

- One that determines short term sales,
- One that determines sales in the future.
- Building future sales is one or 2 portfolios of projects:
 - New product development portfolio,
 - Strategic improvements portfolio.
- So increasing the efficiency and throughput of these project portfolios determines the future of organizations.





Using a combination of the 5 Focusing Steps and Critical Chain Project Management enables you to:



- Increase project Throughput and productivity by x2 or x3,
- Reduce project durations by 50% to 80%,
- Finish nearly all projects on time.



Thank you for your time.

Any questions?

P.S. Do have a look at the 20 pages of information in the appendices to this presentation.





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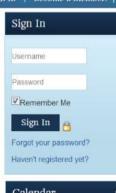
Appendices

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TOCICO CCPM Portal (Theory Of Constraints International Certification Organization) https://tocico.site-ym.com/?page=project portal



We're excited to provide free access to 6 of the 87 (and growing) Theory of Constraints (TOC) project management presentations ranging from a workshop presenting the basics of critical chain project management (CCPM) to its use in information technology and software development projects, to and implementations in the Lithuanian government Department of Economy, in a pharmaceutical research and development corporation and in a massive maintenance, repair and overhaul center for a large airline. These selections illustrate the universal use of CCPM across industries and across geographically separated and



and the second Waveldericky Conference of TOC Tracks Miami, FL, Goldratt Marketian Group

This presentation packs to contain the TOC solution of entities) of project management (CC214) for use in modern antisyme engineering. Key learning points include: 1. Now to use drum bu rone (DBR) with poffware cartacertar: 2. Now to use throughn accounting (TA) with converse envincering: 2. Understanding useful



A 🕒 🖪 contailes is software contacted of Description TOC confiled maturity model for software organizations: 5. Identifying what's fundamentally upong with the SEI CMD/I and SW-CMD/; 6. The integration points of a TOC software solution with six signa, Doming, and Toyota Production System (TPS) principles and least Stinking, Benefits to attendees: 1. Benefits of arriving DBR, CCPM and TA to technology development: 2. Contrast of the TOC approach with traditional approaches; 2. Benefits of using least cumulative flow diagrams for the DBR solution.

Recintkalts, M. (2012). Implementing CCPM tolation in Guaranty Fund of Department of Emproprise Bankrunter Measurement TOCICO International Conference: 18th Annual Worldwide Gathering of TOC Professionals, Chicago, II, Th of Constraints International Certification Organization The Guaranty Fund at the Donartment of Entermise Bankruntey

Management under the Lithuanian Ministry of Sconomy was created in order to cneuro payments of delayed or unpaid salaries t the workers of baskrupt companies. Therefore this Fund plays a

very important pacial role - oute often after a versee longe his job

The Fund mays money which the commany ewod to this nerson. So it is very important to ensure the application processing time to be as fast as possible. At the beginning of 2009 Guaranty Fund faced some real challenges including a backlog of old applications for Ande and loss reconcise times: a drastic increase in hadranticies and new prelications (more than double's and a reduction of



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governmental spending (not possible to increase in staff). Kasichainula, R., et al. (2012). Incidencementors of CCPM in the Phermaceutical Industry, TOCICO International Conference: 11th Annual Worldwide Gathering of TOC Professionals, Bad Nuclear, Germany, Theory of Constraints International Conflication Organization

In this paper, I take you through the journey of CEPM

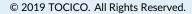


implementation in our company (Dr. Roddy's Laboratories Limited Critical Chain Project Management (CCPM) is inclusioned as part of Viable Vision initiative rolled out in 2005 with the help of Goldratt Consulting (GC). During the initial interactions, it was found that - Many projects are under development and there are always some projects on hold due to resources non-availability

changes in business priorities. Some products are under development for years together with diluted efforts. • Many projects are stuck during execution due to logistics / resources / technical issues. • Due date performance and eveloptime are not meanared writ original start date and original due date but to continually adjusted revisions. • Throughput is inconsistent and skewed to the end of the fixancial year. After going through the TOC Critical Chain. workshore with ensior members of the armainstan. the team was convinced to take up the goal to . To implement and institutionalize a procedure for managing the product development. • To significantly improve and sustain the due date performance (DDP). cycle time and productivity performance. GC has customized the project management strategy & tactic (S&T) tree as a guideline for the implementation in Global Generics and PSAI + CCPM implementation is done in a phased manner with the support of a dedicated facilitation team from Dr. Reddy's and GC consultants Learning of each phase intellementation is used in subsequent phase Inclonation

Adams, G. (2008). Data Ab Lines: Meeting challenges in orgin successories, TOCICO International Conference: 6th Annual Worldwide Gathering of TOC Professionals, Las Vegas, NE, Goldratt Marketing Group. In 2005, Daily, Air Lines filed for bankrupter. Drive to its moreous with North West Airlines, Dolta was a \$17 billion sales revenue





Victoria University Wellington New Zealand – TOC Database http://www.victoria.ac.nz/som/research/theory-of-constraints



Welcome to the Theory of Constraints (TOC) online resource, which aims to support collaboration between researchers and practitioners in the field.

About the Theory of Constraints database

A database of TOC articles, books and conference papers was started back in 1996, with our first bibliography published in 2000.

We have recently searched the literature and updated our records and have now assembled over 4000 articles, books, and conference papers, on all areas of TOC. The database here contains journal articles and conference papers, to complement the <u>listing of TOC books compiled by Prof Jim Cox</u>, which is available on the TOCICO website.

This evolving database will be published via regularly updated spreadsheets that build on the great work done to date, and available as a downloadable resource for researchers and practitioners alike.

| Database Categories | File size | File type |
|--|--------------|----------------------|
| Critical Chain Project Management (CCPM) (updated April 2016) | 6 MB | Excel spreadsheet |
| Thinking Processes (updated April 2016) | 5.967 KB | Excel |

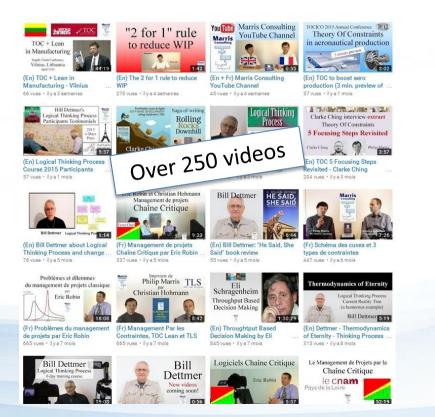
| Reference Type | Year | Title | Author | Publication | Abstract | URL |
|---------------------------|------|--|---|---|---|--------------------------|
| A+ Journal | 2016 | Zhang, Junguang; Song, Xiwei; Díaz, Estrella | European Journal of Operational Research | Project buffer sizing of a critical chain based on comprehensive resource tightness | A buffer sizing method based on comprehensive resource tightness is proposed in order to better reflect the relationships between activities and improve the accuracy of project buffer determination. Physical resource | http://www.sciencedire |
| Book Section | 2016 | Critical Chain Project Management (CCPM) | Ellis, George | Project Management in Product Development | This chapter presents critical chain project management (CCPM). The chapter starts with an overview of the method and then relates it to the Theory of Constraints, the foundation of the technique. A step-by-step | http://dx.doi.org/10.101 |
| A+ Journal | 2015 | Quantitative Analysis of Rate-Driven and Due Date–Driven Construction: Production Efficiency, Supervision, and Controllability in Residential Projects | Arashpour, Mehrdad; Wakefield, Ron; Blismas, Nick; Abbasi, | Journal of Construction Engineering and Management | Concerns about production efficiency, quality, and affordability in the residential construction indicate there may be benefits in adopting ahernative production control strategies to those traditionally used. Reducing adverse | http://ascelibrary.org/d |
| A Journal | 2015 | Optimisation of critical chain sequencing based on activities' information flow interactions | Zhang, Junguang; Song, Xiwei; Chen, Hongyu; Shi, Ruixia | International Journal of Production Research | One critique for the classic critical chain sequencing methods is that only resource constraints and logical relationships between activities are considered, while interactions of information flows are ignored. However, | http://www.tandfonline |
| Other Journals | 2015 | Productivity of product design and engineering processes | Hinckeldeyn, Johannes; Dekkers, Rob; Kreutzfeldt, Jochen | International Journal of Operation and Production Management | Purpose – Maintaining and improving productivity of product design and engineering processes has been a paramount challenge for design-driven companies, which are characterised a high degree of development of | http://dx.doi.org/10.110 |
| C Journal | 2015 | Inclusion of strategic management theories to project management | Parker, David W.; Parsons, Nicholas; Isharyanto, Fitri | International Journal of Managing Projects in Business | Purpose - The purpose of this paper is to explore the benefits of integrating the theory of constraints (TOC), resources-based theory (RBT), resource advantage theory (RAT), with a structured project-based methodology e.g., | http://www.emeraldins |
| Other Journals | 2015 | A Model for Continuous Improvement at a South African Minerals Beneficiation Plant | Ras, E.; Visser, Jk | South African Journal Of Industrial Engineering | South Africa has a variety of mineral resources, and several minerals beneficiation plants are currently in operation. These plants must be operated effectively to ensure that the end-users of its products remain internationally | http://www.scielo.org.a |
| A Journal | 2015 | Dynamic monitoring and control of software project effort based on an effort buffer | Zhang, Junguang; Shi, Ruixia; Diaz, Estrella | Journal of the Operational Research Society | The improvement to the monitoring and control efficiency of software project effort is a challenge for project management research. We propose to overcome this challenge through the use of a model for the buffer | http://www.pałgrave-jc |
| A Journal | 2015 | Project management for uncertainty with multiple objectives optimisation of time, cost and reliability | Jeang, Angus | International Journal of Production Research | This research adopts an approach that uses computer simulation and statistical analysis of uncertain activity time, activity cost, due date and project budget to address quality and the learning process with regard to | http://dx.doi.org/10.108 |
| B Journal | 2015 | Improving performance in project-based management: synthesizing strategic theories | Karessa, Cullen; David, W. Parker | International Journal of Productivity and Performance Management | | http://dx.doi.org/10.110 |
| Other Journals | 2014 | A decomposition heuristics based on multi-bottleneck machines for large-scale job shop scheduling problems | Zhai, Yingni; Liu, Changjun; Chu, Wei; Guo, Ruifeng; Liu, | Journal of Industrial Engineering and Management | A decomposition heuristics based on multi-bottleneck machines for large- scale job shop scheduling problems (JSP) is proposed. In the algorithm, a number of sub-problems are constructed by iteratively decomposing the large- | http://www.jiem.org/in |
| Other Journals | 2014 | COMFRC Addresses Legacy Hornet Readiness | Walters, Andrea | Naval Aviation News | According to PMA-265, 114 aircraft have completed inspections and are designated for service life extensions beyond 8,000 flight hours, with an additional 102 aircraft undergoing high-flight-hour inspections at Fleet | http://web.b.ebscohost |
| Other Journals | 2014 | Software Project Management: Theory of Constraints, Risk Management, and Performance Evaluation | Asseman, Antoine; Aloraidi, Nada Ashqar; Salim, Mariam; Rezk, | The Journal of Modern Project Management | Constraints and risks are two critical factors that affect software project performance more attention needs to be paid to constraints and risks in order to improve performance. In this paper, investigation will take place to | http://www.journalmoc |
| Book Section | 2014 | Critical Chain Project Management | | A Handbook for Construction Planning and Scheduling | Critical Chain Project Management TM (CCPM) is frequently presented as a revolutionary new project management concept, an important breakthrough in the history of project management. CCPM focuses on the uncertainty in | http://dx.doi.org/10.100 |
| Other Journals | 2014 | Critical Chain Method in Traditional Project and Portfolio Management Situations | Anantatmula, Vital S.; Webb, James B. | International Journal of Information Technology Project Management (IJITPM) | Critical Path (CP) method has been under scrutiny in recent years as the next evolution of project schedule development, the Critical Chain (CC) project management is gaining attention. Advocates of the Critical Chain | http://www.igi-global.c |
| Other Journals | 2014 | Theory of Constraints and Its Application in a Specific Company | Linhart, Jakub; Skorkovský, Jaromír; Others, | Acta Universitatis Agriculturae et Silviculturae Mendelianae Brunensis | This article analyses the possibilities of the practical utilization of Critical Chain Project Management methodology. Our study analyzed key processes related to the implementation and utilization of such a tool in a concrete | http://acta.mendela.cz |
| Conference Proceedings | 2014 | Multi-objective optimization model for multi-project scheduling on critical chain | Wang, Wei-xin; Wang, Xu; Ge, Xian-long; Deng, Lei | Advances in Engineering Software | In this paper, a multi-project scheduling in critical chain problem is addressed. This problem considers the influence of uncertainty factors and different objectives to achieve completion rate on time of the whole projects. This | http://www.sciencedir |
| C Journal | | Mitigating behavioral outcomes in a multiproject environment: a modified CCPM model | Agarwal, Atul; Larson, David | Academy of Information and Management Sciences Journal | Organizations continue to struggle in managing projects that lead to successful conclusions. While took such as PERT and CPM have helped the project management process, they have not produced the level of success as | http://search.proquest |
| C Journal | | Mitigating Behavioral Outcomes in A Multi-Project Environment: A Modified CCPM Model | Agarwal, Atul; Larson, David | Academy of Information and Management Sciences Journal | Organizations continue to struggle in managing projects that lead to successful conclusions. While tools such as PERT and CPM have helped the project management process, they have not produced the level of success as | http://search.proquest. |
| C Journal | | Critical chain and theory of constraints applied to yachting shipbuilding: a case study | Bevilacqua, Maurizio; Ciarapica, Filippo Emanuele; Mazzuto, | International Journal of Project Organisation and Management | Product development projects, like many other types of projects, often can exceed their planned schedule by 50% to 100%. Often this is attributed to uncertainty or the unforescen. To compensate for this age-old dilemma, | http://www.inderscien |
| Conference | | The iTLS (TM) model-Integration of Theory of Constraints I can Manufacturing and Six Siema: A | Navarro, Carlos I. M.; Cleto Marcelo G | Proceedings of the 2014 Inductrial and Systems | Recently the three most applied approaches into the Operations Continuous Improvement are Theory of Constraints (TOC) Lean Manufacturing and Six | http://search.proquest. |

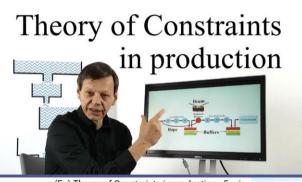
There is quite a lot of material on Critical Chain Project Management



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A video website: Marris Consulting's YouTube Channel Name of channel: "marrisconsulting" (attached) <u>https://www.youtube.com/user/marrisconsulting/videos</u>





(En) Theory of Constraints in production - 5 min. summary

Marris marrisconsulting

A brief 5 minute summary of how one applies the Theory of Constraints in a production environment. It covers: the axiom of the unbalanced plant, the existence of bottleneck, the Drum – Buffer – Rope flow control mechanism and the improvement strategy (the 5 focusing steps).

To facilitate viewing and video selection use the playlists:

- English videos
- Critical Chain videos
- Etc.



Critical Chain Project Management videos

A series of 4 videos of 20 minutes summarizing Critical Chain Project Management. On Marris Consulting website and YouTube: <u>https://www.marris-consulting.com/en/critical-chain-project-management-series</u> (2 versions: English and French)



Training extract Critical Chain Project Management







A LinkedIn Discussion group dedicated to the Theory Of Constraints

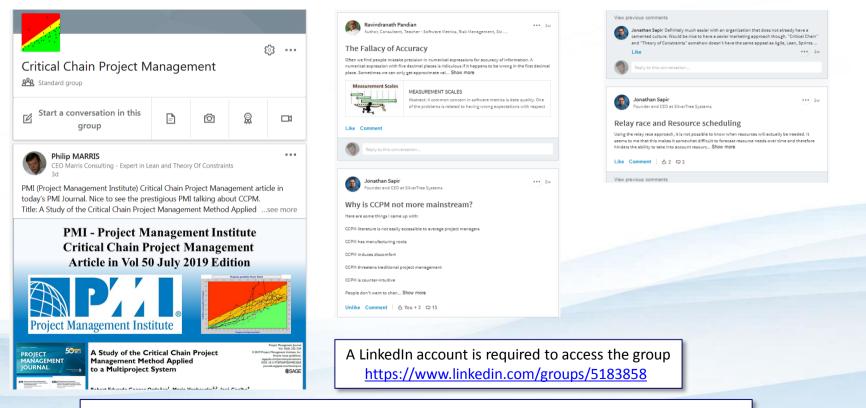
| in | Back to LinkedIn.com | | |
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| | | | |
| Theory of Constraints 6,288 members | (3) Vember | | |
| Start a conversation with your group | ABOUT THIS GROUP To discuss everything related to the Theory of Constraints. | | |
| Enter a conversation title | | | |
| Conversations Jobs | MEMBERS 6,288 members | | |
| Eli Schragenheim •••• 11h CEO of Elyakim Management Systems (1992) Ltd | Invite others | | |
| The Death of Field Sales – a webinar by Justin Roff-March. Friday 10am Pacific Time | Promoted | | |
| Managing sales is not the strongest area for TOC. In too many cases the constraint actually lies in Sales, | Your team here! | | |
| A LinkedIn account is required to ac | cess the group | | |

TOCICO

Beware: there are several with similar names. This one is named: *Theory Of Constraints*

https://www.linkedin.com/groups/84002

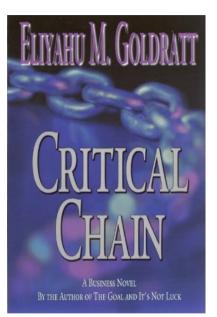
A LinkedIn Discussion group dedicated to Critical Chain Project Management

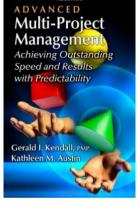




Beware there are several with similar names. This one is named: *Critical Chain Project Management*



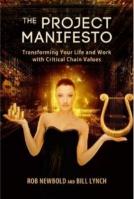






LAWRENCE P. LEACH





The Executive Guide to

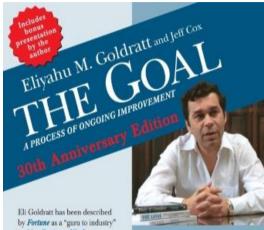
BREAKTHROUGH P R O J E C T M A N A G E M E N T

Capital & construction projects on-time in less time on-budget at lower cost without compromise

lan Heptinstall Robert Bolton



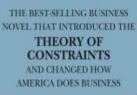
Theory of Constraints books



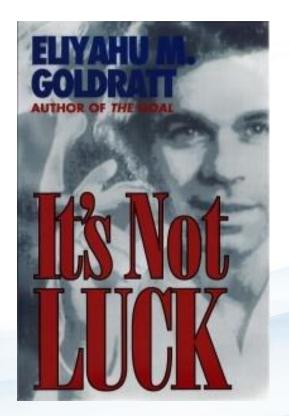
En Gounar has been discribed by Fortune as a "gura to industry and by Business Week as a "gentus". His book, The Goal, is a gripping fast-paced business novel.

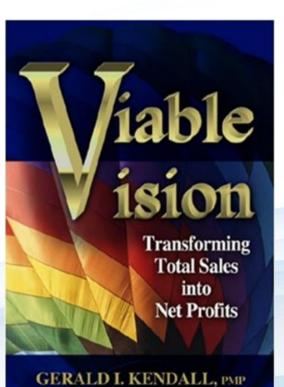
"Gaal readers are now doing the best work of their lives." Success Magazine

"A factory may be an unlikely setting for a novel, but the book has been wildly effective..." Tom Peters



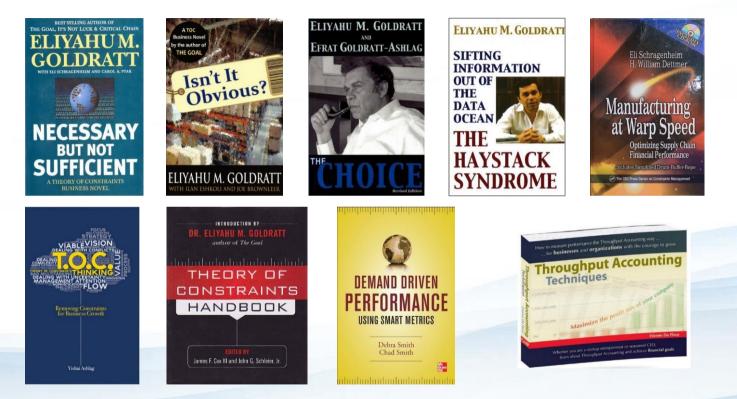
OVER 6 MILLION BOOKS SOLD!





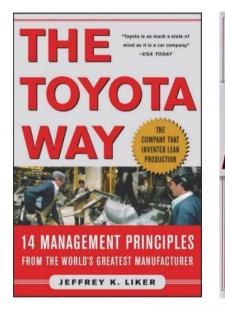


Other ToC books





Lean books



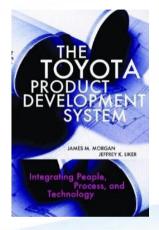
"How any organization in any industry can progress from old-fashioned management by results to a strikingly different and better way." -James P. Womack, Chairman and Founder, Lean Enterprise Institute

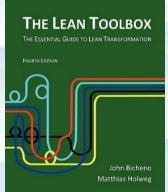


MANAGING PEOPLE FOR IMPROVEMENT, ADAPTIVENESS, AND SUPERIOR RESULTS

MIKE ROTHER Bestselling coauthor of *Learning to See*

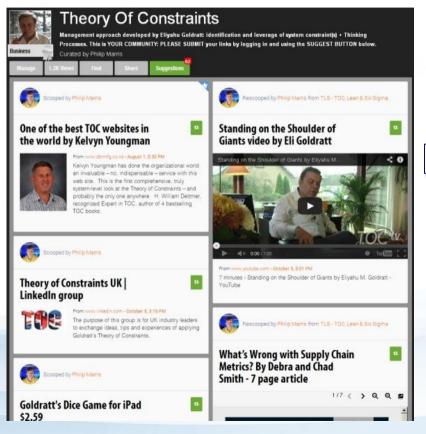
The Story of Lean Production-Toyota's Secret Weapon in the Global Car Wars That is Revolutionizing World Industry THE MACHINE THAT CHANGED THE WORLD JAMES P. WOMACK, DANIEL T. JONES, and DANIEL ROOS







A permanent news website dedicated to Theory of Constraints

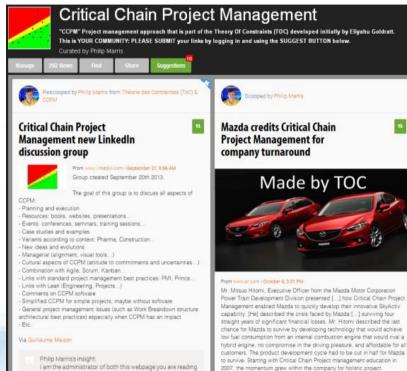


http://www.scoop.it/t/theory-of-constraints-by-philip-marris



A permanent news website dedicated to CCPM

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and the LinkedIn group. My goal is that these 2 entities.

comments here and in depth discussions in the Linkedin

reinforce each other. News and minor/puick/simple

discussion group.

management until the development project duration was cut by half. [...]

Rami Goldratt, CEO of Goldratt Consulting, said, "Mazda gives the world another great example of the power of TOC to generate results previously thought not possible - financially, operationally, and at least as importantly, in the growth and harmony of the people themselves." Mazda has won 73 awards for its SKYACTIV technology as of 20 January 2013 including Japan

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http://www.scoop.it/t/critical-chain-project-management



Theory of Constraints marketing & awareness activities

- 5 Permanent news websites (www.Scoopit.com)
 - Theory Of Constraints (English & French)
 - Critical Chain in (English & French)
 - TLS: TOC + Lean + Six Sigma
- >250 Free Videos (YouTube Channel)
- Discussion Groups (LinkedIn)
 - Critical Chain
 - TLS: TOC, Lean and Six Sigma
- 2 dedicated websites in French
 - TOC in Production
 - TOC in Projects
- Others:
 - Twitter, Facebook, Etc.



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2019 TOCICO International Conference

Philip Marris, Founder and CEO of Marris Consulting Business transformation, Theory Of Constraints and Lean expert



33 years of experience, 59 years old, Manufacturing & Supply Chain expert. Bilingual & bicultural English/French

COMPETENCIES

- Transformation programs in industry
- Industrial Excellence Expert (manufacturing and product development). Recognized expert in Lean, Six Sigma and Theory Of Constraints. Often combines these ("TLS").
- Author of an industrial management bestseller in France: Le Management Par les Contraintes en gestion industrielle, Editions d'Organisation [1994, 1996, 2000, 2nd Edition currently underway).

FORMER POSITIONS

- Cap Gemini Ernst & Young / Bossard Consultant: In charge of Manufacturing Operations for France & Europe (>200 consultants)
- Cap Sogeti Industrie
- Creative Output: collaborated with E. Goldratt author of The Goal
- · Vallourec: Shop floor foreman, Methods Engineer
- Professor at HEC Management School (Supply Chain & Manufacturing).

SECTORS / CLIENTS

- Over 250 engagements in industry.
- Aeronautical. Pharmaceuticals
- Automobile industry: car makers and suppliers
- Process industry: steel, glass, cardboard, extruded plastic
- World leader in ball bearings. MRO rail and aeronautical
- Packaging: cardboard, steel, plastic.Electrical power systems: world wide leader
- Furniture manufacturer, Marine engine manufacturer, Armoured vehicles manufacturer, Electronics: printed circuit boards, ...

MISSIONS / RESULTS

- R&D & Industrialisation / Engineering / New Product Development (sample):
 - Aeronautical OEM, 700 p., project durations -60%, On Time >97%.
 - Luxury Goods designer and manufacturer. Durations 65%, Throughput and productivity >+150%
 - Medical Devices: 2 successful CCPM implementations
 - Electric bus battery pack NPD / CCPM
 - Aeronautical product industrialisation portfolio: reduced durations and projects finish on time
 - CCPM in an industrial equipment manufacturer. Lead times reduced by 45%, Throughput and Productivity over +150%.
 Projects completed on time went from less than 25% to over 85%.
 - Several aeronautical product development and industrialisation projects involving up to 500 people per project in up to 6 different simultaneous facilities with budgets up to 20M€ each.
 - New product development and product relooking: reduction of over 45% of average project duration, increase in number of projects completed each year of over 50%.

Production, Operations & Supply Chain (sample):

- Worldwide automotive OEM tier 1 supplier: increase in Throughput of 17% in 15 minutes. Savings >\$400M per year. saved relationship with largest customer.
- Large MRO (Maintenance, Renewal & Overhaul) Division of a major European railway operator (France, 25 000 p.): in one of the main factories (940 p.) reduction of the production lead-times for the renovation of high speed trains from 126 days to 38 days. Further lead-time reductions are underway over 2 years after the end of our assignment.
- Labour productivity: furniture manufacturer +35% in 6 weeks, M.R.O: 80% in 2 months, manufacturing equipment (assembly) +70%, ...
- Automotive Supplier (France, 350p.): Increase in the O.E.E. of the bottleneck resource by more than 30%, change from 5x8 shifts to 2x8 while providing the same output.
- Complete reengineering of the Supply Chain of a steel manufacturer: Long term strategic planning, Sales & Operations Planning, Scheduling, Implementation of TOC/MPC. Increase in 40 points of the due date performance
- Manufacturer of large machines for cardboard packaging: reduction in the delivery lead-time by over 50% and a reduction in the number of hours of labour per machine of over 30%.
- Aircraft MRO: reduced durations by over 50% and increased productivity by over 80% in 2 months.



We are honored to have been able to help...



Marris Consulting

Marris Consulting

Factories, People & Results

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www.marris-consulting.com

