



Our Capabilities

Business Case for Change

Establishing a business case for change is a necessary first step in most implementations. Understanding that the effectiveness and efficiency of the assets employed are what drive the financial performance of a company, a new metric called Return on Asset Reliability (ROAR™) shows the financial impact of uncovering the hidden potential in the currently installed asset base. With ROAR™, a higher return can be realized with little to no capital investment. ROAR™ is the primary driver behind building your business case for change.

Recognizing that business needs vary, GPAllied offers several alternatives for developing your business case:

- Maturity Analysis (Levels of Achievement)
- Theory of Constraint (TOC) Analysis
- Value Stream Mapping and Planning
- Lean Opportunity Analysis
- Change Readiness Survey
- Benchmarking
- Transformational Analytics
- Process Simulation Modeling
- Key Performance Indicator Development
- Process Waste Analysis
- Day in the Life Of (DILO)

Understanding the financial impact of system failures and inefficiencies are only part of the story, a complete analysis of the costs associated with conducting an improvement initiative also involves items like:

- Internal Labor Costs (including Overtime)
- Contractor Costs
- Downtime Costs
- Energy Costs
- Scrap/Rejects/Return Costs
- Staffing Changes
- Power Consumption
- Current PM Program Evaluation
- Evaluation of the Plant Culture
- First Time Through Quality
- Rolled Throughput Yield
- Dock-to-Dock Flow Time
- Inventory Turns
- Customer Demand
- # of Machines
- Bill of Materials Accuracy
- Repair Costs
- # of Planners
- # of Engineers dedicated to Maintenance
- # of PdM Personnel
- Amount of PdM Hardware and Software
- Future PdM Design Changes
- Length of Project
- Process Cycle Time
- Product or Part Variety
- Lead Time
- Total Production and Maintenance Space

Maturity Analysis (Levels of Achievement)

GPAllied's maturity matrix provides an innocence-to-excellence rating for each element of excellent maintenance and production systems. It provides a baseline view and identifies gaps to the desired state for elements such as workplace organization, operator-led equipment care, maintenance work cycle, problem solving, continuous flow, inventory management, leadership, metrics, management systems, business results and many other elements. GPAllied provides this service separately or in concert with other more-analytical analyses; and can provide it in a form that's biased toward maintenance systems, or production systems, or both.

Theory of Constraint (TOC) Analysis

TOC analysis focuses on those problems which most directly affect the P&L statement, not simply where increased performance is possible. When looking at the system as a whole, increasing individual performance may not increase the performance of the system. TOC analysis can be applied to the manufacturing and processing environment and to the sales, marketing and accounting environments as well.

GPAllied provides this service to help you identify the constraints of your critical systems and focus your improvements efforts there first.

Value Stream Mapping and Planning

GPAllied facilitates a comprehensive analysis and planning process that results in a detailed transformation master plan and business case for improvement. This process, also known as *shikumi*, includes initial data gathering, current state value stream mapping analysis, summary of the current state in terms of waste and key characteristics, targeted training, future state vision development, and transformation planning. GPAllied provides this service in several ways: performing the value stream current state analysis only either facilitating your cross-functional team, or via a series of interviews and observations, or facilitating completion of the current and future states and transformation plan.

Lean Opportunity Analysis

GPAllied provides an in-depth, analytical process to rigorously define the baseline of the current situation, assess the company's current competitive needs, and to use Lean, Six Sigma, and Reliability principles to design a new set of processes that achieve quantum-leap improvement in order-fulfillment (typical duration of 2 weeks). This process fully integrates the views of Lean, Six Sigma, and Reliability. This results in a comprehensive redesign of operations, maintenance, quality support for production, inventory management, and may include the value chain beyond your facility. For example, this analysis may result in recommended changes to facility layout, location and reporting relationships of quality and maintenance staff, actions for improving equipment uptime, and other specific recommendations.

Change Readiness Survey

Successful change is a function of elements such as leadership, vision, metrics, means, resources, and others. GPAllied surveys employees and managers to determine the current perceived state for each of these elements. The analysis highlights differences in perception between different organizational levels and work groups and provides direction on changes needed to ensure success of the change effort.

Benchmarking

Benchmarking is a powerful way to see the potential for performance improvement first hand. GPAllied provides training in a structured benchmarking process and arranges and facilitates benchmarking study missions.

Transformational Analytics™

The GPAllied team has quantified hundreds of millions in savings potential for clients using Process Reliability analyses to deliver measurable results focused to increase first-pass product yield, improve variable margin, capital effectiveness and customer satisfaction.

Strategically, the results have helped businesses optimize capital planning through realization of the hidden capacity potential in their existing assets. Tactically, a single client site utilizing this approach helped identify specific improvements that are currently delivering \$1M/year recurrent revenue in combined energy savings and capacity rate improvements. A one-time investment of \$10K realized these savings.

We have applied these analyses to a wide range of operations, from small plants to the larger corporations in the manufacturing sector. It has been our experience that when leadership is proactive and aggressively focusing to eliminate wastes and improve effectiveness of work management and decision making processes, a company will realize their biggest return on investment.

Our approach will help you to find un-tapped potential in your existing assets (hidden capacity) and drive such results as:

- Enhanced Safety Management
- Improved Production and Capacity Planning
- Effective Prioritization and Resource Allocation
- Setting realistic stretch goals for improvements
- Challenging the “status quo”
- Improving the effectiveness of Capital Planning

Process Simulation Modeling

Alternatively, when a client has invested to compile more detailed production failure data, they may also decide to aggressively pursue a more in-depth analysis to define where to immediately focus improvement opportunities. The GPAllied team has developed a non-invasive approach that involves employing client failure data in conjunction with Monte-Carlo simulations to develop priority setting and driving work on the RIGHT-THINGS-FIRST!

We will compile the results from the simulation and will assist the client to focus and strive to achieve sustainable improvements. Our integrated improvement approach utilizes proven methods such as:

- Lean Manufacturing
- Six Sigma
- Organizational Development
- Reliability Engineering Principles

These improvement technologies will to help guide a company to drive effective implementation and reap the benefits of improved profitability.

Key Performance Indicator (KPI) Development

For any change that has been implemented, ensuring compliance is a critical part of understanding what changes were successful and what changes still need to be made. GPAllied can help implement meaningful KPIs that show the progress of the change initiative and educate client personnel about the analysis and relevant use of the metric(s).

Process Waste Analysis

GPAllied works with you to “walk” your maintenance work cycle processes to identify common waste and opportunities including rework, unclear instructions, searching for information or parts, and other hidden wastes. The analysis results in a prioritized list of improvements.

Day In the Life Of (DILO) Study

The DILO study focuses on individuals in their daily work and determines the amount of time spent performing work (“wrench time”), attending meetings, searching for parts or information, etc. It provides a different view than the waste analysis which follows the flow of a process; however, it also results in a prioritized list of improvements required to affect a person’s daily effectiveness and efficiency.



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GP*Allied* is the most diverse reliability and operations consulting and services company in the world. Our technical expertise, product portfolio and global reach are unmatched. This diversity is our considerable strength. It enables us to develop significant value propositions for you by delivering solutions across different industries, different geographies and, even more importantly, across different aspects of your operation.

In our constant strive to deliver greater value to you, we have sourced recognized industry experts to join the GP*Allied* team. We have extensive experience across all industry sectors and in the specialty fields of Lean, Reliability Engineering, Six Sigma, Condition Monitoring, Change Management, Maintenance Planning and Scheduling, Workforce Development and Maintenance Craft Skills training.



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