



ImpleMentorsSM
of Manufacturing Solutions

UPdate

The Competitive Edge

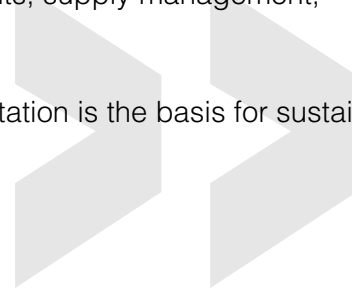


Strategy3 is a manufacturing engineering company that works within organizations to develop internal staff through hands-on implementation.

Strategy3 increases the profitability and flexibility of companies by being **ImpleMentors**SM of operational improvements, supply management, and project management.

Hands-on training during project implementation is the basis for sustained knowledge and the realization of the benefits of change.

Strategy3 focuses on activities which significantly increase profitability.



Operational Improvements

Strategy3 designs and executes a systematic approach to align value streams and eliminate waste.

ImpleMentorsSM work directly with your employees to complete projects which improve productivity, lead time, floor space, quality, and inventory.

The steps to create a final product are unique to each particular industry, organization or culture.

ImpleMentorsSM review systems, create solutions and then implement a distinct order and application of tools in order to address specific opportunities.

Strategy3 goes beyond analysis and creation of the plan. Our **ImpleMentors**SM work within your organization to execute the winning strategy.

Inside This Issue

- 1 ■ The Competitive Edge
- 1 ■ Operational Improvements
- 2 ■ Supply Management
- 2 ■ Project Management
- 2 ■ What is an ImpleMentorSM
- 3 ■ Success with Salsa
- 3 ■ The Strategy3 Story
- 4 ■ The Difference

Supply Management

Supply Management is the combination of art and science that defines ways to improve the purchase of materials needed to produce products.



ImpleMentorssm study and implement improvements to the strategy and processes that impact the customer fulfillment goals for your product or service. We assist in monitoring your supply chain so that it is efficient, costs less and delivers high quality and value to customers.

The final impact of our work with your supply chain - improved performance and improved relationships, impacting your bottom line.

Strategy3 creates ways for your organization to position itself in front of the competition.

What is an **ImpleMentorsm**

ImpleMentorssm are operational improvement experts with experience in Lean, Six Sigma and other process management techniques.

Strategy3 implements improvement. We do not just theorize, contemplate, or lecture. We act...we create sustainable change because we don't teach in classrooms...we Mentor employees through Implementation.

Strategy3 mentors staff. We integrate with your employees as an extension of your team. Cultural transformation is achieved when modifications are executed by employees who understand the benefits of change. Together we act in the best interests of the organization.

Your employees and the **Strategy3 ImpleMentorssm** define success. We create a plan and we work together to achieve your goals.

Project Management

>> When short term needs require experienced leadership we are there.

Strategy3 works with clients requiring additional technical resources for a specific project.

Our superior systems and processes facilitate **on time** and **on budget** project realization.

ImpleMentorssm work as an extension of your team — one that listens in order to understand your needs and objectives. Dedicated to exceeding your expectations, our **ImpleMentorssm** are uncompromising in their attention to detail.

We deliver the solution to the needs of the organization.



Success with Salsa

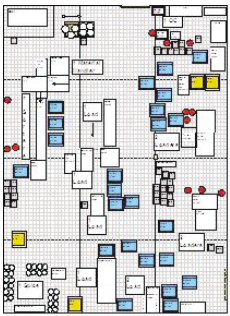
The Story

A salsa manufacturer had just purchased a new facility and wanted to consolidate three separate companies under one roof. They knew they needed help from the outside. **ImpleMentors**sm were the answer and that meant **Strategy3**.

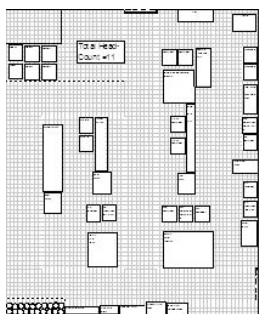
The Pain

Operational costs were exceptionally high due to a poor facility layout along with a lack of defined work and business processes. Material costs were high, impacting the bottom line negatively. Additionally, in-house resources able to identify, develop, and execute improvement opportunities were limited.

The layout of the facility drove excess material handling; staff were often handling product two or three times. Non-



Before



After

value added steps in the process made it difficult to monitor, adjust and know the status of work in process (WIP). The process made it difficult to establish continuous improvement plans.

Our Approach

The **ImpleMentors**sm of **Strategy3** began by creating and reviewing the results of the 'As-is' layout and performed a complete study of current processes. We identified bottlenecks, including a critical bottleneck in the tomato dicing line.

Talking to management and staff, future process requirements such as capability, total capacity and rate were

The **Strategy3** Story

Strategy3 was born as the solution to a problem. When CEO and founder of **Strategy3**, Tony Michael, served as the plant manager at TRW he met several intelligent consultants with excellent ideas about operational improvements at his facility. He saw the value but he didn't have enough of the right resources to implement all these great ideas. He was willing to hire outside help to implement ideas but he could not find someone to mentor his staff to successful implementation. Frustration became an idea, the idea become reality and **Strategy3** was born.

Strategy3 is a manufacturing engineering company working within organizations to develop internal staff through hands on implementation.

We strive to increase the profitability and flexibility of companies by being **ImpleMentors**sm of operational improvements, supply management, and project management.

Hands-on training during project implementation is the basis for sustained knowledge and the realization of the benefits of change.

Strategy3 focuses on activities that significantly increase profitability, advocating activities in Operational Improvements, Supply Management, and Project Management.



The Difference

Organizations today must be flexible to survive. Speed of change,



the pressure to be more competitive and the

eroding bottom line results in companies that are time and resource constrained. New techniques and old problems result in an overwhelming number of open projects. **Strategy3** works with your employees to establish priorities, assign resources, and manage change.

continued from page 3

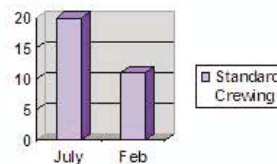
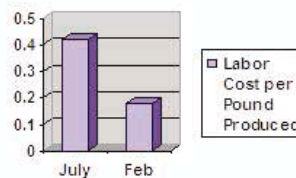
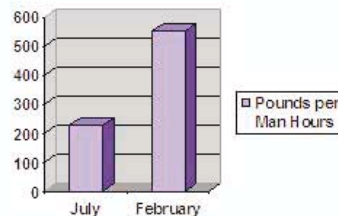
identified and validated. The results established that the facility needs to produce about 70,000 pounds of salsa per day.

Each technician and the entire plant needed to have achievable goals. Goals and measurements had to be established.



Implementation

We studied and validated our findings and the **ImpleMentors**SM got to work. **ImpleMentors**SM and internal staff moved work stations, established job descriptions, created performance standards and



measurements. The entire team had a clear understanding of the needs and benefits of the changes.

The Numbers

The new layout created a continuous, smooth flow. Employees defined the operating procedures and had ownership of the process. Productivity increased 142% and WIP decreased approximately 67%. During implementation we created sustainable change to benefit salsa production.

On the floor, in the trenches...

We Close Projects.



P.O. Box 466
Dayton, OH 45409

Phone: 937.429.2779

Fax: 937.235.9305

Email: info@strategythree.com