

PRE-WORKSHOP PREPARATION:

To: All Value Program Team Members

Recommended Information Gathering –

- ◆ Management
- ◆ Sales/Marketing
- ◆ Engineering
- ◆ Purchasing
- ◆ Manufacturing
- ◆ Industrial Engineering/Finance
- ◆ Quality Control/Product Support

● Management

1. Customer initiatives
2. Management initiatives
3. Policy and Procedure
4. Funding and capital issues
5. Capacities and capabilities

● Sales/Marketing

1. Unit's strengths and weaknesses
2. Competitors' weak and strong points
3. Customer suggestions on design
4. Market price necessary to reach sales goal
5. Market served by product
6. Active competitors – function/cost comparison
7. Market Focus (Target Market)

● Engineering

1. Design “sacred cows” such as “castings”
2. Drawings, level II photos or hardware
3. Technology advances and competition
4. New competitors and in house ideas
5. Environmental or operating compliance issues.

● Purchasing

(Include vendors when possible)

1. Sole sources – Why?
2. Blanket orders
3. Standardization
4. Cost/Pricing Data
5. Engineering requirements
6. New processes/projects

● Manufacturing

1. Producibility issues
2. Standardization of manufacturing process
3. Close tolerances or build up of tolerances
4. Equipment restrictions
5. Capital requirements
6. Actual required Cost to produce
7. Make buy decisions
8. High scrap items
9. Availability of trained/qualified personnel

● Industrial Engineering/Finance

1. High cost Drivers
2. High variance to standards
3. Trend of cost as a percent of sales
4. Standard cost – Labor, Overhead, etc.

● Quality Control/Product Support

1. Customer complaints
2. Failure trends
3. Field maintenance data – (MTBF, MTTR)
4. Maintenance redesign ideas