



My Training and Consulting, Assessments, Value Proposition



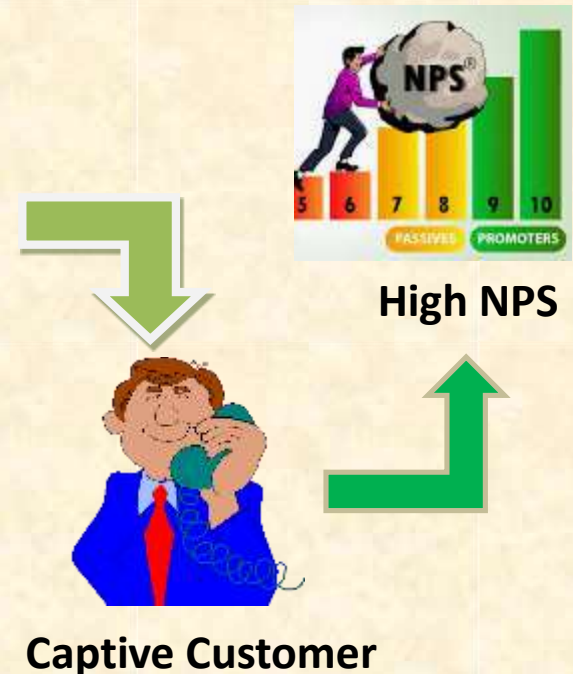
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I provide post training consulting & complete implementation, handholding support

1. Conduct Strategic Planning sessions.
2. Conduct Current state Assessment, Audits.
3. Project assignments.
4. Conduct Workshops, Kaizen events.
5. Projects identification, Reviews.
6. Data analysis , Cost – Benefit analysis.
7. Develop In-company Certification programs.
8. Implement Complete Operational Excellence best practices, tools, systems.
9. VOC and VOE surveys.
10. L & D Planning, Execution support.
11. Customised programs – Customer care, Process care, Asset care, People care, Partners care.

12. Work with teams on Cost reduction, Improved profitability and Cash Flow.
13. Implement Performance Management system for shared goals, policy deployment.
14. Run Cluster programs for key suppliers, group of organizations.
15. Train the trainer.
16. Effective daily work management.
17. Develop Company's own Operating system, Operational Excellence Model.
18. Business Excellence assessment as per various Global standards.
19. Business reviews, Create Vision, Mission, Values, Strategies, Governance model.

Training Subjects, Tools

Subjects	Topics, Tools, Practices
Strategic Plan and Strategy Deployment	<ul style="list-style-type: none"> • Balance Business Score Card • X Matix, Hosin Kanri • Managing Point, Checking Point • OGSM (Objective, Goal, Strategy, Measure) • QFD (Quality Function Deployment) • SWOT, PEST Analysis • Lead and Lag Indicators
Lean Manufacturing / Toyota Production System For JIT and JIDOKA	<ul style="list-style-type: none"> • 4Ps (Philosophy), 14 Principles of TPS • 5S, Workplace Organization • Basic Safety with Job Safety / Hazard analysis • Visual Management, AndOn • Waste elimination (Muda, Muri, Mura) • Standing in a circle, Gemba walk • Institutionalize Kaizen across organisation, Kaizen event • PQ-PR Analysis, Value Stream Map (VSM) • TPS Guidelines for Future state design • Standard Operations, Standard Work, Cellular Mfg. • Kanban, Supermarket Pull • SMED technique for Quick changeover • Supplier Partnership

Training Subjects, Tools

Subjects	Topics, Tools, Practices
Lean Manufacturing / TPS Contd....	<ul style="list-style-type: none"> • Poka-yoke • Heijunka, Level loading • TWI – Training Within Industry, Skill Matrix • Daily Work Management • Toyota A3 • Toyota Kata
Six Sigma DMAIC - Many tools and practices in all 5 phases : Define, Measure, Analyze, Improve, Control	<ul style="list-style-type: none"> • Yellow Belt , Green Belt, Black Belt programs • Graphical & Statistical Tools learning in MINITAB – Basic Statistics, Measurement System Analysis, Normality test, Confidence Interval, Sample size calculation, Box Plot, Dot plot, Pareto, Control Charts, Scatter diagram, Matrix plot, Various Frequency Distributions, Process Capability analysis, Multi-vari analysis, Correlation and Regressions, Tests of Hypothesis (Normal and Non-Normal data), Design of Experiments (Full and Fraction Factorial, Taguchi, Shainin).
TPM (Total Productive Maintenance)	<ul style="list-style-type: none"> • Understanding all 8 Pillars of TPM, Criteria for TPM Awards. • OEE, Loss Cost Matrix, Kobetsu Kaizen, Autonomous Maintenance , Planned Maintenance , Quality Maintenance, Health & Safety, Early Management, Education & Training, Office TPM

Training Subjects, Tools

Subjects	Topics, Tools, Practices
Total Quality Management	<ul style="list-style-type: none"> • Voice of Customer, Kano Model • QFD (Quality Function Deployment) • SPC (Statistical Process Control) • Measurement System Analysis – Gage R & R, Attribute MSA • FMEA – Failure Mode and Effect Analysis. Design FMEA and Process FMEA : Conventional and as per latest AIAG-VDA_2019 version. • P - M (Phenomena-Mechanism) Analysis • Process Performance analysis – Descriptive and Inferential statistics. • Quality Plan, Control Plan • PPAP (Production Part Approval Process) • Quality Audits, Layered Process Audit • Poka-yoke • Supplier Quality Improvement • Quality Circle • QC Story • RTY – Rolled Throughput Yield • Cost of Quality • Total Employee Involvement

Training Subjects, Tools

Subjects	Topics, Tools, Practices
Constraint Management	<ul style="list-style-type: none"> • Capacity sheet, Standard Work combination sheet • Yamazumi chart for Line balancing • 5 steps of constraint management <ul style="list-style-type: none"> - Identify the constraint - Exploit the constraint - Sub-ordinate and Synchronize to the constraint - Elevate the performance of the constraint - Repeat the process • Thinking Process : Current Reality Tree, Prerequisite Tree, Evaporating Cloud Tree, Future Reality Tree, Transition Tree, Strategy and Tactics Tree • Concept of Drum-Buffer-Rope, Buffer Management • Little's Law on Throughput and WIP • Traditional accounting Vs. Throughput accounting • Constraint Management worksheet • Integration of Lean and Constraint Management • Throughput Driver Tree • Few Tools to maximize bottleneck output – OEE, SMED, Autonomous Maintenance, Poka-yoke , Multi-skill, Supplier Partnership, Process Optimization etc.

Training Subjects, Tools

Subjects	Topics, Tools, Practices
Certification Training Programs	<ul style="list-style-type: none"> • Six Sigma Yellow Belt, Green Belt, Black Belt • Lean Six Sigma Green Belt, Black Belt • Certified Quality Manager • Certified Lean practitioner, TPM practitioner, Lean Specialist • Certified Productivity improvement specialist • Certified Value Stream Specialist • Certified Quality Cost Specialist • Certified ZED (Zero Defect, Zero Effect) Specialist • Certified WCM Specialist & more.
Problem Solving Tools	<ul style="list-style-type: none"> • 7 QC Tools • New Management Tools N7 • 5 Why, Tree Diagram, CEDAC • Cause & Effect Matrix • 5W 1H • P-M Analysis • Fault Tree Analysis • SCAMPER • 8D
Cost Reduction	<ul style="list-style-type: none"> • Reduce Cost of Poor Quality (COPQ) • Reduce Cost of Goods Sold (COGS), Mfg. Cost

Training Subjects, Tools

Subjects	Topics, Tools, Practices
<p>Modules – for specific objectives.</p> <p>Includes Strategies, Tools, Best Practices</p>	<ul style="list-style-type: none"> • Improve Productivity • Right First Time, Every time • Effective Supply Chain Management • Zero Downtime by eliminating major Failure losses • Zero Quality Control • Delivery Excellence • QC Tools for Problem solving • Cost Reduction • Problem Solving – Toyota Way • Develop suppliers as partners. • Coaching and Mentoring • Improve Operational Efficiency – Productivity, Quality, Cost, Delivery, Safety, Morale (PQCDSM) • Good shop floor practices for World Class Manufacturing • Effective Inventory Management : Reduce Value, Quantity, Space • Build teams for higher performance • Time and Work Study, Motion Analysis • Gemba Walk, Gemba Huddle • Effective Audits, Assessments – 5S, Safety, TPM, Process, Quality System, Manufacturing / Operational Excellence

Training Subjects, Tools

Subjects	Topics, Tools, Practices
People Care	<ul style="list-style-type: none"> • Organization excellence through <u>People care</u> – VOE survey, Competency Mapping, Skill Matrix, Succession Planning, Young Manager Development Plan, Employee Engagement in Continuous Improvement, Performance Management System, X-Matrix & Hosin Catch ball for aligned goal setting, Service-Profit Chain, TNS finding on 'Excellence through People'.
Good SCM practices	<ul style="list-style-type: none"> • Right Supplier selection, evaluation, development • Supplier Quality and Delivery performance improvement • Supplier Audit • KANBAN, Supermarket • Lean Fulfillment Stream • Understanding Current State Value Stream and envisioning Future state • Customer Collaboration and Outbound logistics • Shipping, Receiving and Trailer-Yard management • Inbound Logistics and Supplier collaboration • Various approaches of Cost reduction – Materials, Servicing and Acquiring cost

Training Subjects, Tools

Subjects	Topics, Tools, Practices
Leadership series For Senior and Middle Management : Managers, HODs, General Managers, Directors, Vice Presidents, EC Members, Decision Makers	<ul style="list-style-type: none">• Design for Operational Excellence for Business growth• Lean – TPM : A blueprint for change• Six Sigma methodology for Breakthrough results• Continuous Improvement – Toyota Way• Develop Teams (Leaders, Suppliers) – Toyota way• Gemba walk for Leaders• Lean-Six Sigma for dramatic improvement in Quality, Speed and Cost reduction• Strategic leadership for Business Excellence• Customer Satisfaction and Retention• EFQM Business Excellence model : Enablers and Results• Effective governance through ‘Internal audits’ and ‘Ethics and Code of conduct’

Training Subjects, Tools

Subjects	Topics, Tools, Practices
<p>Shop Floor Foundation Series</p> <p>- To build a strong foundation for World Class Manufacturing & Continuous Improvement culture</p>	<ul style="list-style-type: none"> • 5S, WPO • Visual Management, AndOn • Safety Management • 7 QC Tools, 5W1H, P - M Analysis • Gemba walk, Gemba Huddle • Waste Elimination, Standing in a Circle, Waste walk • Flow Charts • SPC - Cp/Cpk study, Control charts • Measurement system analysis • Inspection Plan, Control Plan • Quality Circle • Kaizen • Preventive Maintenance, Autonomous Maintenance • PPAP • Work and Time study • Value Stream Map • OEE • SMED technique for Set up time reduction • Standard work, Line Balancing • Skill Matrix, Multi-skill • Inventory management practices • Daily Work Management • Various audits – 5S, Safety, Supplier, LPA, Systems <div data-bbox="1284 1013 1883 1313"> <p>Plus any other tool, practice as per Client's requirements</p> </div>

Audits, Assessments

1. I have carried out following audits and assessments in various organizations, where I have worked for 33 years.
 - ✓ Internal Audits : ISO 9001, ISO 14001, OHSAS 18001
 - ✓ Internal assessments : Total Quality Systems Review (ABB), Frost & Sullivan Mfg excellence (Inputs used to develop assessment at Grindwell Norton and Kennametal), TATA Business Excellence - TBEM (TATA Autocomp), Kennametal Operational Excellence (India, China, Germany – 25 Keys, K100 Operating System)
 - ✓ Supplier audits at 100+ suppliers.
2. I attended and certified for CII-Exim Business Excellence (EFQM) assessment by CII IQ.
3. I conducted '**ACMA Excellence Awards 2020**' assessments for 4 Auto component Manufacturing organizations (Excellence in Manufacturing, HR, NPD) in November and December'2020.

My Training, Coaching Experience

- I have more than 25 years of teaching, training, coaching, mentoring experience in industry. Always got excellent feedback about my training skill and helping people to perform better, achieve more. Always ensured that people learn, not just listen.
- Conducted Training and Implemented Lean Mfg, Six Sigma, TQM, TPM, Constraint Management, Balance Score card, Operational Excellence in both Indian and global MNCs where I have worked in my career – ABB, Saint Gobain, TATA Autocomp, Kennametal, Birla Precision, YG1.
- Trained more than 5000 people 14 countries in Asia pacific, Europe, USA. Visited these countries many times for training and implementation.
- Trained people in all functions – Manufacturing, Design, Sales & Marketing, Quality, Supply Chain, HR, Finance. Trained people at all levels – MDs to Workmen.

My Training, Coaching Experience

- Led, coached, mentored more than 2000 improvement projects that have generated financial benefits of more than 40 Million USD. Projects led, mentored by me have won national and company global awards many times.
- I have been a jury multiple times, in various national level Lean and Six Sigma case study competitions conducted by CII, NIQR, SCMHRD.
- Visited more than 50 excellent plants in India, China, Korea, Japan, Singapore, Thailand, Australia, Israel, Germany, USA and learnt best system and processes in practice. That includes Toyota plant in Toyota city, Japan.
- Even after becoming VP, MD, I have continued training, coaching, as developing high performance teams have always been my passion.
- Since last 2 years, I am independent Management and Operational Excellence consultant. Conducting classroom and online training for Training Institute, Industry association, Corporations. About 70 Programs. Trained more than 1500 professionals from industry, in last 2 years.

My Value Proposition

Cost, Quality, Support

Quality of Training, Coaching

- *Quality is best in class, global standard.* Excellent training materials, Global case studies, Examples, Deployment roadmap.

Flexibility – Classroom, **Online** Training, coaching.
Adjustable to any country's

Single Source - I can be *single source for your complete Operational Excellence learning*
– Strategy, Lean, Six Sigma, TQM, TPM, TOC, COQ.

Implementation - I provide *post training complete implementation support.*
Effective, result oriented and sustainable. I can develop company's own enterprise operating system.

Value added services – case to case basis

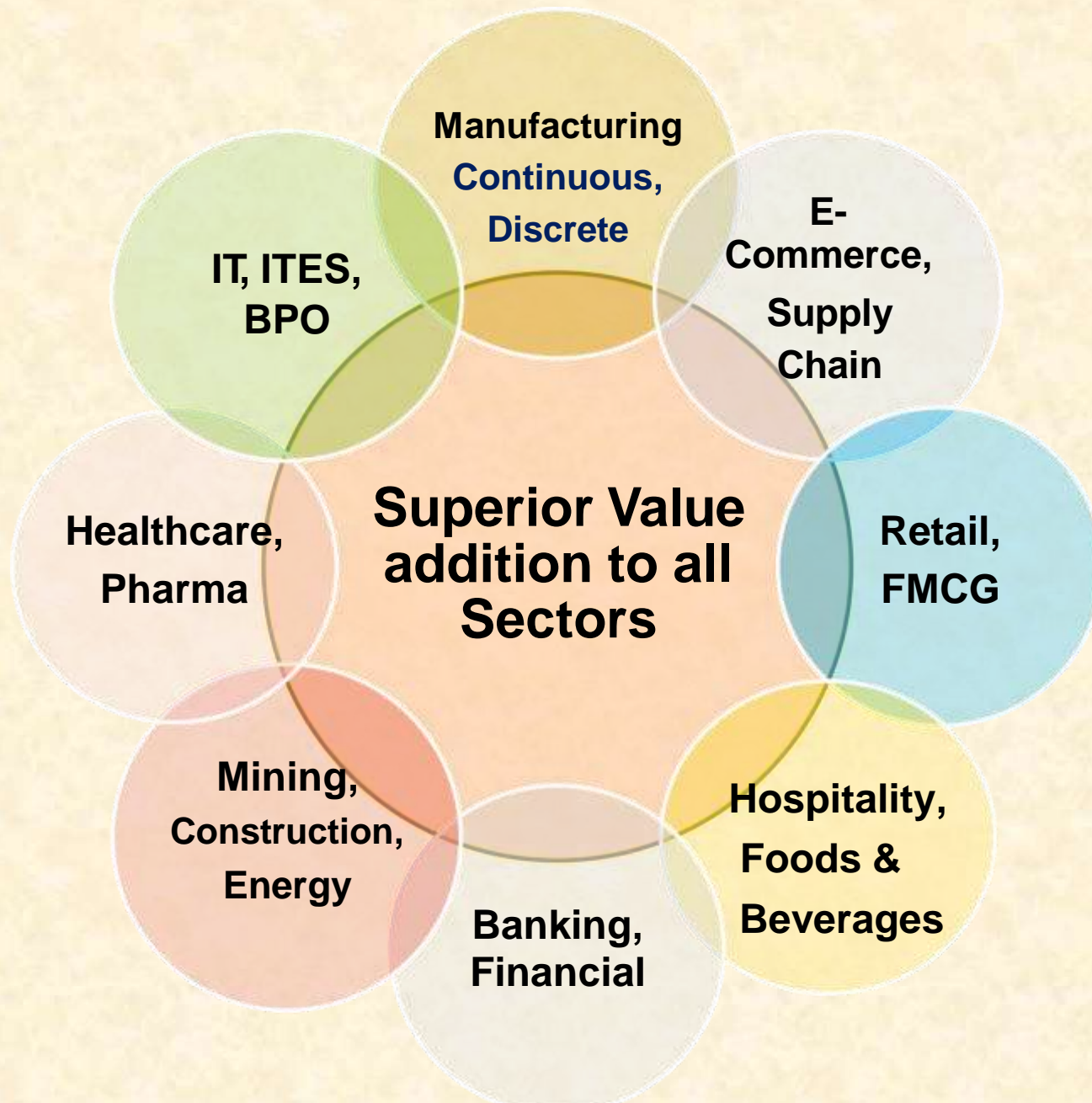
3 to 5 excellent Case study
Deployment roadmap..
Open for question for 1 month
Cost reduction tips.
1 hour Leadership session.
Suggestions on right tools, practices on 2 current problem solving.

My Industry Experience, Expected Benefits

Leader & Practitioner – 33 years, leadership roles (MD, VP, GM, Corp. & APAC head of OE), 40% to > 100% improvement in key Business & Operational KPIs, Trained > 5000 people, Institutionalized global best practices, guided > 2000 CI projects at > 40 plants 12 countries, Financial benefits > 40 MUSD.

Financial Benefits, ROI - Return of minimum 2X the money invested on training, coaching in 1st year itself. Multi-fold (*4X to 10X or more*) benefits against money invested in 3 to 5 years of engagement.

Non-Financial, Intangible Benefits
Leadership development , Customer centricity, Enhanced Brand value , Problem solving skills , Reduced decision making risks , Global perspective, Winning mindset, Cross functional collaboration, Performance culture, Employer of choice.



My training, consulting will ensure superior value addition to all sectors of industry



THANK YOU

