



Discover How the World of Demand-Driven Manufacturing Will Impact and Improve your Business

Demand Flow® Technology

Integrated Planning Workshop for Demand-Driven Production

We all face the challenge of shrinking lead-times, demand for a wider mix of product and pressure to improve cash-flow.

Demand-driven production enables manufacturers to transform their operational response to customer demand. This is based on a combination of lean and flow manufacturing techniques that eliminate waste, reduce forecast dependency and link processes to real-time changes in orders and consumption.

It is understood that this approach involves improvements to production execution through changes on the factory floor. However, the true success of demand-driven production lies in the hands of the planner. The time between receiving demand and releasing it to production is the most critical element of order fulfillment.

Without a fast, responsive capability of demand processing and work-order release, all the factory floor efforts become “Random Acts of Lean” that fails to link process improvements with the financial performance of the business.

Demand, Production and Material Planning is required to strike the right balance between MRP and demand signals; to know when to use the forecast and when to use Kanban. The planning process is expected to connect the sales plan with the actual intake of orders and customer requirement.

This two-day Integrated Planning Workshop will provide operations management with the tools and techniques to successfully enable demand-driven planning. This approach will provide hands-on experience with powerful planning methods and a way to design planning tools that can be integrated with the ERP/MRP system. The result will be a fast, robust planning capability that can collapse lead-times whilst reducing working capital consumed in inventory.

Workshop Synopsis:

Integrated Planning Principles

What is it and how does it work?

- Integrating demand, material & production planning
- Continuous vs. Discrete Time Reporting and Optimisation
- The limitations of MRP logic
- Interval planning techniques
- Advanced Planning & Scheduling

Dynamic Data Integration

- Information and process flow
- A single source of the truth
- Design principles and discipline
- Fast Excel-Based Development
- Input-Process-Report separation
- Seven deadly spreadsheet sins
- Integrated planning techniques

Live Examples & Tools Build

- Integrating independent & dependent demand
- Transparent MRP explosion
- Total demand analysis
- Rough-cut capacity planning
- Advanced planning & scheduling
- Service level optimisation
- Order processing & management

Implementation Techniques

- Integrated planning and lean
- The project structure
- Identifying and managing risks

Topics Covered in this Workshop

Demand-Driven Production

Changes in the market-place
The customer-centric concept
Inventory and forecast dependency
Demand Flow® Technology
Kanban & demand signals
Demand-pull and process flow

MRP and the Logic of Planning

Product vs. Process Hierarchy
Ratio of value time to total response
MRP logic and computing in 1961
Time and volume in finite capacity
Continuous and discrete units of time
Interval planning methods

Process Constraints & Parameters

Why do we aggregate demand?
Smoothing real-time demand
Process setup and changeover time
Balancing resources
Single- and small-piece flow
Practical considerations

Foundation Excel and Data Skills

Fast Excel Development Methodology
Standardised Processes and Discipline
Data structures, calculation and reporting
Information and material flow across processes
No Coding: Macros in a VBA-free environment
Core techniques of fast excel development

Demand Analysis

Dependent Demand and Tables Explosion
Demand and Service level simulations
Customer Modeling and Optimisation

Finite Capacity Planning

Resource calculations and sizing
Rough cut capacity planning
Advanced planning and scheduling

Product and Project Management

New Product Introduction
“What-if” scenario modeling
Costing and product/part analysis
Quality program management

Enquire about our special “Lean and Beyond” package which includes an onsite DFT Assessment Plan as well as training for 3 or more students at our award winning workshop.

This hands-on workshop will be invaluable to all levels of management, from senior executives to team leaders coming from all manufacturing disciplines.

To enroll please call us at
+86 134 8221 4257

Simon Montague
Program Manager
simon@jcit.com.cn

Here's What You'll Need To Participate

This workshop is designed for managers and professionals in Operations, Production, Planning, Supply-Chain and IT. It is aimed at participants who have successfully completed Demand Flow® Technology (DFT) workshops or who are experienced in DFT or lean production techniques.

The workshop will require:

- ◇ Knowledge and understanding of planning and scheduling methods.
- ◇ Knowledge of DFT and/or Lean principles, terms and techniques.
- ◇ Foundation Excel skills and literacy.
- ◇ Basic user knowledge of any MRP/ERP system.
- ◇ A Windows laptop computer loaded with Excel 2003 recommended 2007, macro-capable security settings.

This workshop will NOT require:

- ◇ Programming, coding or IT administrator skills.
- ◇ Software Licenses for anything other than that stated above: before, during or after the workshop.
- ◇ Specific user knowledge of any particular MRP/ERP systems eg. SAP or Oracle.
- ◇ 3rd Party or proprietary packaged software.



These are the Guaranteed Results from Attending this Workshop

Action-based learning built on a foundation of science

Every participant will learn the principles AND go through a step-by-step process of building a demand-driven planning tool. Learning by doing is the most powerful way to anchor skills, prove capability and demonstrate results.

Templates and samples provided across a step-by-step process

All workshops are supported with “Before” and “After” samples, giving participants a chance to get it right first time AND continue the build with a version that is 100% correct. All performance is measured against objectives.

Small group learning combines collaboration with one-on-one support

Classes are controlled to 22—25 students. This size is scientifically proven to maximize team motivation and learning with individual attention from the instructor to correct and adjust the work.

Experienced and capable instructors are consultants

All our instructors are qualified consultants and all our consultants are certified to teach. This ensures that concepts are supported with real-world experience and a proven track record in implementing demand-driven systems.

Our performance guarantee

If any participant finishes the workshop not able to complete all of the objectives, they can attend a future workshop free of charge along with a second free seat for one of their colleagues.

All attendees will know how to:

- ◇ combine lean and demand flow production with MRP
- ◇ transform weekly production planning to a daily cycle
- ◇ dynamically link a line design with factory master data
- ◇ perform rough-cut capacity planning
- ◇ set policy and resources to a 95%+ service-level
- ◇ integrate orders and forecasts from multiple sources to a total demand.

Workshop Outline:

Day 1

MORNING SESSION

- ◇ Workshop introduction and objectives
- ◇ Integrated planning across functions:
demand, product, production, material,
sales and operations
- ◇ The logical limitations of MRP
- ◇ A better logic for finite capacity planning
- ◇ Design principles for dynamic integration
- ◇ Separate data from calculation & reporting:
A single source of the truth
- ◇ Planning excellence and planning disasters
- ◇ The Seven Deadly Sins of Excel users

AFTERNOON SESSION

- ◇ **Hands-on Workshop #1-**
Fast Excel Development Methodology
 - ◇ Dynamic Named Ranges
 - ◇ Automation & VBA-free macros
 - ◇ Joining, Stacking, Exploding Tables
 - ◇ Dates, Records and Formatting
 - ◇ Import, export and data connections
 - ◇ PivotTables, PivotCharts & reports
 - ◇ Data tables & queries
 - ◇ Putting it all together
- ◇ Input, calculation and reporting
- ◇ Data modeling and system design

Day 2

MORNING SESSION

Case Study One

Mechanical Components for Telecoms

- ◇ Creating total finite demand-supply
- ◇ Demand Analysis on order history
- ◇ Interval planning and smoothing
- ◇ Kanban signal integration

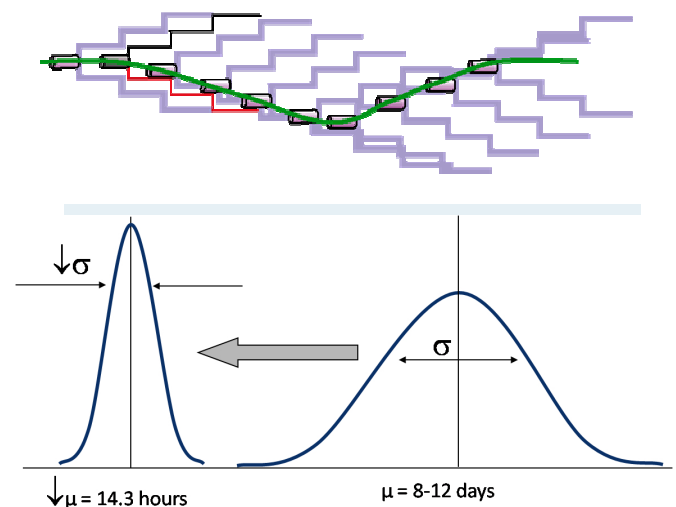
Case Study Two

Vehicle Transmissions System

- ◇ Flow-line design
- ◇ Finite scheduling
- ◇ Optimise due date performance
- ◇ Measure linearity

AFTERNOON SESSION

- ◇ **Hands-On Workshop #2-**
Demand Planning and Analysis
 - ◇ Order Paths & Service Level Policy
 - ◇ Determining Demand-at-Capacity
 - ◇ Interval planning techniques
 - ◇ Vendor Managed & Consignment Inventory
 - ◇ Product Lifecycle Management
 - ◇ New Product Introduction
 - ◇ Project planning and management
 - ◇ Product cost analysis
 - ◇ Quality management



Comparison with Other JCIT Workshops

	INTEGRATED PLANNING WORKSHOP	DYNAMIC INTEGRATION WORKSHOP	DEMAND FLOW PRODUCTION WORKSHOP	MASTER FLOW PROGRAM WORKSHOP
Fundamentals of demand-driven business	●	●	●	●
Scheduled “Push” vs. Demand “Pull”	●	○	●	●
MRP and the logic of planning	●	○	●	○
Process constraints & parameters	●	○	●	●
Overview of Demand Flow Technology tools	○	●	●	●
Advanced study of Demand Flow Design			●	●
Defining, modeling & simulating demand	●	●	○	○
Foundation Fast Excel data skills	●	●		
Fast Excel Development Methodology	○	●		
Demand analysis	○		○	○
Finite capacity planning	●	●		
Product & Project Management	●			
Advanced Planning & Scheduling	●	○		●
Demand Flow Technology for Line Design			●	●
Advanced mixed model cells			○	●
Material Kanban Management			●	●
Total quality management			●	●
Advanced Machine Production Kanban				●
Bills of Material & engineering change				●
Finished Goods Kanban & VMI/Consignment	●			●
Days of Demand	○	○	●	●
Demand-Based Management	○	○	●	●
Interval Planning techniques	●	●		
Business Intelligence & Reporting	○	●		
Integration with the MRP/ERP System	○	●		
Combining lean with MRP/ERP	○	●		

- Foundation Training with Examples
- Intensive Training with Hands-On Practice

about **JCIT** International

Founded in 1984 by manufacturing expert and industry leader, John Costanza, JCIT international is committed to the development and delivery of the highest quality educational programs within the manufacturing industry. JCIT is responsible for saving manufacturing jobs spanning hundreds of sites by transferring the knowledge and skills related to Demand Flow Technology (DFT) to its customers. DFT is the ultimate demand-driven business strategy that enables companies to improve market share, profits, quality, customer service and employee culture. Over 3,500 companies and 90,000 students worldwide have implemented DFT over the past 20 plus years.

about **Demand Flow Technology**

What is Demand Flow® Technology?

Demand Flow® Technology (DFT) is a scalable, mathematically-based business strategy, specifically designed to allow manufacturers to respond faster and more efficiently to the needs of their customers and the marketplace.

Simplicity

DFT is a strategy designed to keep the methodology of manufacturing goods and servicing the customer as simple as possible. Attention is directed at using mathematically-based tools to simulate and design production processes that are balanced and flexible.

Tools & Flexibility

Employees in all aspects of the business from Sales and Marketing, Finance, Engineering and Employee Relations to IT and Information Systems are provided tools and proven business models that facilitate the most responsive, flexible and lowest cost method of meeting customer demand requirements.

Proven Methods

DFT provides a method of addressing issues such as how to balance batch processes and link them into downstream processes without unnecessary inventory investment; how to flatten bill of material capability; how to pull material work orders, routings and schedules; and how to utilize Kanban while still maintaining inventory integrity, revision control and lot traceability.

[the Americas]

6825 South Galena Street
Englewood Co 80112
USA
[tel] +1.303.792.8300
+1.800.457.4548
[fax] +.303.792.8311
[email] info@demandflow.net

[Europe]

Lion Court
Staunton Harold Hall
Ashby de la Zouch
LE65 1RT United Kingdom
[tel] +44 870 460 6752
[fax] +44 807 460 675
[email] info@demandflow.net

[Africa]

24 Kenilworth Drive
Kloof
3610
South Africa
Tel: +27 31 764 3248
Fax: +27 31 764 0447
[email] info@demandflow.net

[Asia Pacific]

1388 Shan Xi North Road
200060 Shanghai
PR China
[tel] +86 21 6149 8052
[fax] +86 21 6149 8001
[email] info@demandflow.net