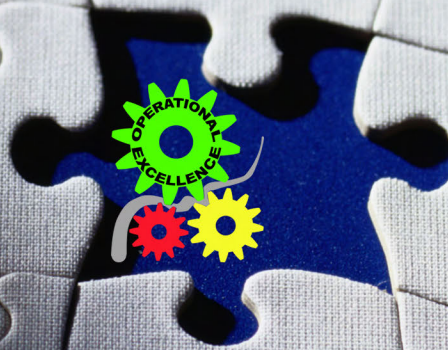


# OpEx Solutions, Inc.

# Services

Strategy  
Simplicity  
Execution



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# Global OpEx Solutions



## OpEx Solutions, Inc

P.O. Box 5663

Round Rock, TX 78683

512-551-8406 FAX: 512-410-7359

www.opexsolutions.org

✉ opexinfo@opexsolutions.org

**S Corporation:** Est. 2009

**DUNS#:** 07-873-0114

**CAGE Code:** 7VRQ8

**UEI:** H8FVJK7DNHQ2

**DESIGNATIONS:** HUB, DBE, MBE, SBE, SCTRCA, 8(a)

### CODING TAXONOMIES

NAICS	NIGP	PSC		
541330	918 (-12, -20, -21, -46, -70, -75, -83, -88, -90)	AJ15	DJ01	R420
541519		AK14	DJ10	R425
541611		B505	H169	R429
<b>541614</b>		B506	H270	R499
541618		B513	Q802	R799
541330	925 (-53, -66, -92)	B524	R405	U001
541990		B544	R406	U004
561421		B550	R408	U009
611430		B552	R410	U010
621399		B554	R412	U099
621999		B599		

### CERTIFICATIONS

TCEQ Approved Training Provider



The PMI Authorized Training Partner logo is a registered mark of the Project Management Institute, Inc.

### RELEVANT PAST PERFORMANCE

Alcoa	Strategy Execution Planning
Austin Water	TPM & Asset Reliability
Austin Public Wks	Visual Department Dashboard
DJO Surgical	TPM Training & Program
DuPont	Transformation Training
Entegris	Leadership Training
HID Global	Data Cleanup
LAARNG	Med. Support Svcs. (541611)
Lamons	S&OP & Process Improvement
Maxwell Air Base	Process Improvement
NOV	Lean 5S
PEMEX	Business Plan Deployment
Schlumberger	Process Improvement
TNARNG	Med. Case Mgt. (541611)
Toppa	Unleashing Hidden Capacity
Veeco	Material Flow Improvement

## CAPABILITY STATEMENT

OpEx Solutions, Inc. (OSI) helps identify strategic areas for improvement to assist organizations in rapidly obtaining significant revenue, margins, and productivity gains without capital expenditures through high-value, low-cost solutions. OSI's highly qualified associates typically have graduate degrees with a minimum of twenty years of proven experience, covering a wide range of industries, operational excellence tools, and functions.

### CORE COMPETENCIES

	Executive Coaching	Consulting Workshops Project/Prog. Mgt.	Training
<b>Strategic Planning</b>	Portfolio, Goals & Targets, & M&A	Capability & Capacity Analysis	Enterprise Transformation
<b>Strategy Execution</b>	Deployment, A3 & X-Matrix	Cascaded Visual Mgt. & Metrics	Strategic Metrics for Leaders
<b>Management System</b>	Mgt. System Analysis & Target State	Problem & Constraint Elimination	Integrated Management System
<b>Product Development</b>	Product Strategy & Product Management	Product Development Process	Product Development Excellence
<b>Program/Project Mgt.</b>	PMO & PM Portfolio Analysis	Program & Project Mgt.	PMP Prep
<b>Medical Support Svcs.</b>	Strategic Alignment of Services & Metrics	Case Mgt. Processes & Workflows	Skills Matrix & Enhancement
<b>Operational System</b>	Operations System Analysis	Quality, Process & System Improvement	Advanced Process Excellence
<b>Asset Management</b>	Asset Management Optimization Strategy	TPM/AM & Rapid Changeover	TPM & Asset Reliability
<b>Supply Chain</b>	SC Strategic Planning & Execution	System Review & Risk Management	Supply Chain Excellence
<b>Analytics &amp; Simulation</b>	Optimization, Strategic Execution	Analytics, Modeling & Simulation	Modeling & Simulation
<b>Service</b>	Service & Parts Strategy & Design	Service & Service Parts Management	
<b>Facilities</b>	Facilities Optimization Strategy	Facility Layout & Warehouse Mgt.	

### PROCESS IMPROVEMENT & INDUSTRIAL ENGINEERING STRENGTHS

- Six Sigma
- Lean
- Theory of Constraints
- Leadership Coaching (DiSC)
- Total Productive Maintenance (TPM)
- Business Process Reengineering
- Sales & Operations Planning (S&OP)
- System Assessments

### DIFFERENTIATORS

- Shortest & least disruptive path to operational excellence
- Self-funding with a very short payback period
- Twice the results with half the effort
- Coach all levels of the organization
- Current with latest methods & techniques
- Comprehensive operational excellence offerings





# Global OpEx Solutions

***A passionate and relentless pursuit of operational excellence!***

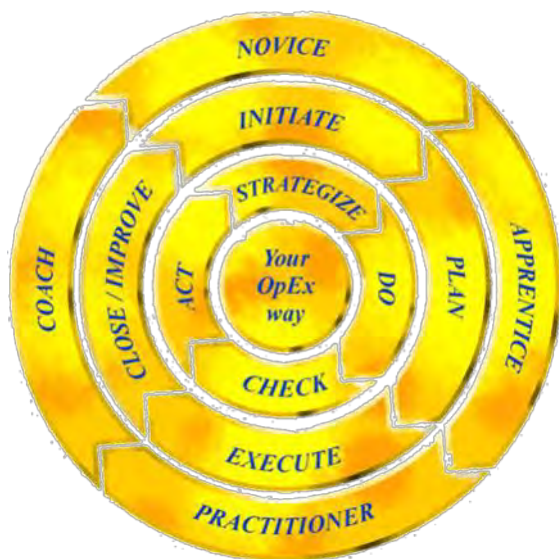
Global OpEx Solutions (GOS) helps identify strategic areas for improvement and provide effective high value low cost solutions for People-Equipment-Material-Process systems to drive significant productivity improvement through the use of operational excellence tools and systems.

Global OpEx Solutions' products and services are designed for operations and continuous improvement leaders in manufacturing, service, and government organizations, who have:

- A need for continuous improvement
- Unstable operations
- People engagement issues
- A need to reduce costs
- Overtime issues
- Long lead times
- High inventory
- Quality scrap and rework issues

Unlike tool-driven, radical-system-overhaul solutions, we help organizations find and define their own way through:

- World-class training
- Executive coaching and consulting



## Training

GOS recognizes that to implement a self-sustainable journey of improvement, we need to ensure the commitment and ownership at all levels of the organization. Achieving ownership is a culture change which requires engagement and training at all levels of operations.

We have several standard courses, which can be customized on request, and modules for leadership, supervisors and practitioners. Standard courses include training on three different levels:

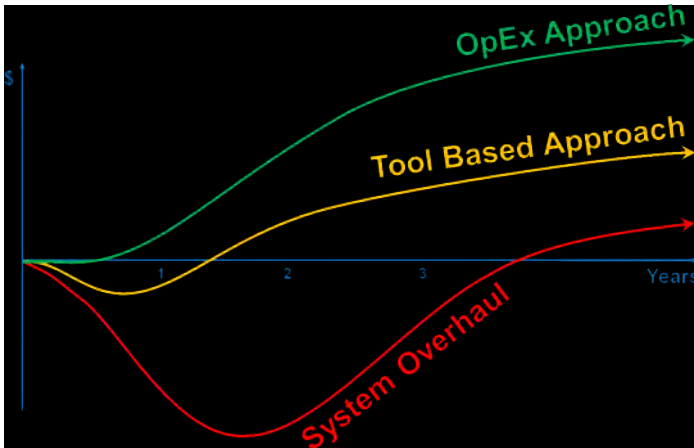
- Back to basics of operational excellence
- OpEx integrated management systems
- Enterprise transformation for leaders
- Total productive maintenance (TPM)
- Product development excellence (PDP)
- Advanced process excellence
- Measurement systems
- Supply chain excellence

## Training Options

TYPE	FEATURES & BENEFITS
<b>Open Enrollment</b>	Standard courses open to everyone Locations depend on registrations
<b>Hosted</b>	Standard courses open to everyone Location is the host company
<b>Dedicated</b>	Standard or custom courses, dedicated Location is the host company

## Consulting

Our system and activity-based consulting helps organizations improve rapidly by preserving your strengths and focusing on continuously improving the critical areas that limit organizations' performance. Our approach improves overall productivity and effectiveness moving toward lean.



## Executive Coaching

Executive decisions have far-reaching implications. OpEx Solutions provides executive coaching to support decision-makers in making optimal choices for rapid and sustainable operational excellence.

Executive Coaching Svcs.	Features and Benefits
<b>System Analysis &amp; Modeling</b>	Integrated management system analysis Capacity analysis for capital expense OpEx maturity assessment and modeling
<b>Strategic Planning &amp; Execution</b>	Strategic plan for competitive advantage Developing the strategy execution plan Metrics and follow through
<b>Facilitation</b>	Strategy session workshops Rapid improvement workshops Value stream mapping workshops
<b>Ongoing Coaching</b>	Leader review and guidance Review team projects Monthly or quarterly cadence

## Project Management

Execution is key to implementing and sustaining changes. Our associates are highly qualified and PMI-certified which helps support effective project execution.

Our experience in executing projects and programs flawlessly can be leveraged to your advantage to enhance the probability of projects that are on-time and within budget. In addition, the metrics and systems used ensure that implementation is sustainable and continuously improving.



Project Mgt. Svcs.	Features and Benefits
<b>Project Management</b>	Factory startups and moves Advanced product quality planning Capacity increase, equipment installation
<b>Program Management</b>	Continuous improvement programs TPM programs
<b>Product Development</b>	PDP process development Custom product development projects

## Medical Support Services

OpEx Solutions expertise covers medical support service covering behavioral health, case management, records management, health education, and credentialing of medical providers.

Medical Support Svcs.	Features and Benefits
<b>Behavioral Health</b>	Provide early intervention for mental health needs Develop plans to promote behavioral health & wellness Provide consultation services & technical
<b>Case Management</b>	Manage medical & dental care Educate clients on available resources Coordinate clients' access to providers Track clients' medical status
<b>Records Management</b>	Maintain medical records & documentation in accordance with client



# Training




# Training

Ownership and engagement is an absolute necessity for developing the culture of a self-sustainable journey of improvement at all levels of the organization.

Training is offered with three options –

Training Type	Course Type	Location	Recommended For
Open Enrollment	Standard	Neutral	Less than six participants
Hosted	Standard	Host company	Six to nine participants
Dedicated	Standard or custom	Host company	Ten or more participants

	SEMINAR																
	Advanced Process Excellence	Asset Reliability Excellence	Back to Basics of Operational Excellence	Process Reliability Excellence (REX)	Practical Problem Solving	Product Dev. Excellence for Practitioners	Product Dev. Excellence for Leaders	Project Management Professional Prep	Supply Chain Excellence for Leaders	Theory of Constraints	Total Productive Maint. for Practitioners	Total Productive Maint. for Leaders	Integrated Management System	Enterprise Transformation for Leaders	Strategic Metrics for Leaders	Integrated Management System & Transformation	Value Stream Mapping
# OF DAYS	2	1	2	2	1	2	1	2	1	1	2	3	1	1	1	3	2
POSITIONS													Leader Training Week				
Executive		□					■	■	■					■	■	■	
Leadership	□	■	□	■	□	□	■	■	■	■	□	■	■	■	■	■	■
Operations Managers	■	■	■	■	■	■	■	■	■	■	■	■	■	■	□	■	■
Process Specialists	■	■	■	■	■	■	□		□	■	■	■	■	□	□		■
Product Specialists	■	□	■	□	■	■	□		□	■		□	□	□	□		□
Project Managers	□	□	□	□	□	■	■	■	□	■		□	□	□	□	□	□
OpEx Facilitators	□	□	■	□	■	□	□	□	□	□	■	□	■	□		□	■
Supervisors	□	□	■	□	■	□				□	■	□	□				
Team Lead Operators			■		■						■						
Team Members			■		■						■						
Types of Offering																	
Open Enrollment	✓	✓	✓	✓	✓	✓	✓			✓			✓	✓	✓		✓
Hosted	✓	✓	✓	✓	✓	✓		✓		✓							✓
Dedicated	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓				✓	✓

□ Optional  
■ Recommended





# Global OpEx Solutions

**2-DAY SEMINAR**

**Course Code: APE-V01**

Seventy percent of cost and waste is designed in by product engineering and advanced process engineering early in the development cycle. In addition, during recession many companies have reduced engineering spending for survival. Forward-thinking companies are now seeking advanced process design courses to re-develop these skills.

This seminar provides fundamental techniques to develop processes that are able to produce consistent, high-quality products/services at minimum cost and on time. Participants will learn how process engineering complements overall product development and integrates with operational excellence. These techniques are also vital for process updates and relocations.

## Key Topics

- ◇ Flow Charts & Failure Modes & Effects Analysis
- ◇ Key Characteristics, R&R & Process Capability
- ◇ Process Control Plan & Error-proofing
- ◇ Operator Work Instructions & Operator Training
- ◇ Capacity Verification & Run-at-Rate

## Learning Objectives

- ◇ Importance of advanced process engineering
- ◇ Relationship between product development, process excellence & quality engineering
- ◇ Linkage between process excellence tools
- ◇ Proactively perfect the process & prevent accidents, defects & costs
- ◇ Develop & implement process excellence
- ◇ Connection to continuous improvement

## Who should attend?

Plant Managers & Business Unit Leaders  
Continuous Improvement Leaders  
Process or Manufacturing Managers & Engineers  
Quality or Reliability Managers & Engineers  
Project Managers

## Open Enrollment Fees

\$1095 COC Members	\$1195 Non-members
\$1145 AME/ASQ/IIE/PMI® Members	

## Instructors



**Martin Nazareth PMP, MSIE, President — OpEx Solutions**, has led strategic deployment of operational excellence at over 100 plants globally across several industries in Lean, TPM, FMEA/PCP and Error Proofing. He held senior level positions at Alcoa, Delphi and EDS. He has two masters' in IE and a bachelor's in mechanical engineering. Martin is a certified Project Management Professional (PMP) and a Six Sigma Green Belt. Martin has also served as a board member of AME's SW Region and is a director of IIE's Lean Division and Industry Advisory Board.

**Ken McClymonds PE, Principal Consultant — OpEx Solutions**, is a registered Professional Industrial Engineer and Six Sigma Master Black Belt with over 40 years of professional experience and 19 years at VP level, leading process improvement systems resulting in significant and sustainable bottom line results. Ken is a Senior Member of IIE, and a Director of the Institute for High Performance Planning.



**Cancellation Policy:** Enrollment fee less \$100.00 non-refundable registration charge will be refunded up to one week before the event. Substitutions may be made any time prior to the start of the training. In the event of cancellation by OpEx Solutions, Inc. (OSI) for any reason (probability very low), the enrollment fee will be refunded, however, OSI is not responsible for incidental costs incurred by registrants.





# Global OpEx Solutions

**1-DAY SEMINAR**

**Course Code: AREX-V01**

Many companies suffer from increasing capacity using capital expenditure rather than addressing the causes of significant unutilized hidden capacity. This practice affects their profitability and, often, the viability of their operations. Many capacity, productivity, and morale issues are due to equipment-related breakdowns, accidents, and defects. Unfortunately, leadership in most companies is not able to effectively strategize asset management.

This reliability excellence leadership program introduces a structured approach to develop a reliability excellence strategy and deployment plan that results in increased asset utilization, extended useful asset life, and unleashed hidden capacity without capital expenditure.

## Key Topics

- ◇ TPM & Reliability Excellence Philosophy
- ◇ Reliability Excellence Business Case
- ◇ Developing the Reliability Excellence Strategy
- ◇ Developing the Deployment Plan
- ◇ Process Reliability Excellence Metrics
- ◇ TPM Activity Board

## Learning Objectives

- ◇ TPM & Reliability excellence
- ◇ Key asset management issues
- ◇ Defining the business case for reliability excellence
- ◇ Pitfalls in asset management & reliability excellence
- ◇ Rippling effects of poor asset management
- ◇ Developing an effective management structure
- ◇ Maintenance & operations partnership charters
- ◇ Correlation between equipment reliability & safety
- ◇ Spare parts management
- ◇ Developing the deployment plan
- ◇ Reliability excellence plan execution
- ◇ Metrics for effective execution

## Who should attend?

Corporate Executives  
Operations Managers & Business Unit Leaders  
Maintenance Directors  
Plant Engineering & Facilities Directors  
Product Engineering Directors

*This training has been approved by The Texas Commission on Environmental Quality (TCEQ) for continuing education for TCEQ Water and Wastewater licensees.*

## Open Enrollment Fees

\$795 COC Members	\$895 Non-members
\$845 AME/ASQ/IIE/PMI® Members	

## Instructors



**Warren Gary Johnson, Jr., Principal Consultant - OpEx Solutions**, is a mechanical engineer and a Certified Maintenance and Reliability Professional. His main areas of expertise are maximizing asset utilization, reliability, asset tracking, cost reduction and planning and scheduling. He developed a system for real-time asset utilization monitoring for Alcoa where he worked for 34 years in various capacities.

**Martin Nazareth PMP, MSIE, President - OpEx Solutions**, led strategic deployment of operational excellence at over 100 plants globally across several industries in Lean, TPM, FMEA/PCP and Error Proofing. He held senior level positions at Alcoa, Delphi and EDS, served as a board member of AME's SW Region and is a director of IIE's Lean Division and Industry Advisory Board.



**Cancellation Policy:** Enrollment fee less \$100.00 non-refundable registration charge will be refunded up to one week before the event. Substitutions may be made any time prior to the start of the training. In the event of cancellation by OpEx Solutions, Inc. (OSI) for any reason (probability very low), the enrollment fee will be refunded, however, OSI is not responsible for incidental costs incurred by registrants.





# Global OpEx Solutions

2-Day Seminar

Course Code: BTB-V01

PDU Claim Code: 35107N3WGY

Skipping the basics and implementing Lean or 6 $\sigma$  has caused companies unnecessary radical changes resulting in a failed or mediocre operational excellence journey. Implementing and ensuring the basics to provide a stable foundation is the key preparation required for a successful and sustainable continuous improvement journey. Participants will learn the basics which serve as the foundation for implementing a successful and sustainable continuous improvement system. The *Back to Basics of Operational Excellence* course complements the *Integrated Management System* course.

This course is for both, leaders and practitioners, while *Integrated Management System* is primarily for continuous improvement leaders and facilitators.

## Key Topics

- ◇ 5S Workplace Organization
- ◇ Standard Work
- ◇ Daily Visual Management
- ◇ Problem Solving
- ◇ Rapid & Continuous Improvement (Kaizen)

## Learning Objectives

- ◇ Why go back to the basics of operational excellence
- ◇ How the basic tools serve as a foundation for a well connected system
- ◇ How to implement 5S for efficiency & effectiveness
- ◇ How to implement standard work in different work environments
- ◇ Daily visual management to enhance communication & to expose problems early
- ◇ Problem-solving & kaizen workshops

## Who should attend?

Plant managers & business unit leaders  
Continuous improvement leaders  
Individuals interested in initiating a transformation  
Practitioners who participate in continuous improvement  
Project managers (PMPs earn 16 PDUs)

## Open Enrollment Fees

\$1095 COC Members	\$1195 Non-members
\$1145 AME/ASQ/IIE/PMI® Members	

## Instructors



### **Ken McClymonds PE, Principal Consultant — OpEx Solutions**

Ken McClymonds is a registered Professional Industrial Engineer and Six Sigma Master Black Belt with over 40 years of professional experience and 19 years at VP level, leading process improvement systems resulting in significant and sustainable bottom line results. Ken is a Senior Member of IIE, and a director of the Institute for High Performance Planning.

**Jesus Valdez, Jr., PE, Senior Consultant — OpEx Solutions**, is a registered Professional Engineer and Six Sigma Black Belt with over 40 years of professional experience in operations, engineering, maintenance and reliability, Total Productive Maintenance (TPM) and continuous improvement programs at DuPont and subsequent consulting. Jesse is also very active in improving the City of Garden Ridge, TX.



**Cancellation Policy:** Enrollment fee less \$100.00 non-refundable registration charge will be refunded up to one week before the event. Substitutions may be made any time prior to the start of the training. In the event of cancellation by OpEx Solutions, Inc. (OSI) for any reason (probability very low), the enrollment fee will be refunded, however, OSI is not responsible for incidental costs incurred by registrants.







# Global OpEx Solutions

**BY REQUEST: 2 DAYS**

**Course Code: BTBO-V01**

Skipping the basics and implementing Lean or 6 $\sigma$  has cost companies unnecessary radical changes resulting in a failed or mediocre operational excellence journey. Implementing and ensuring the basics to provide a stable foundation is the key preparation required for a successful and sustainable continuous improvement journey. Participants will learn the basic components which serve as the foundation to implementing a successful and sustainable continuous improvement system. The *Back to Basics of Operational Excellence* course complements the *Integrated Management System* course. This course is for both, leaders and practitioners, while *Integrated Management System* is primarily for continuous improvement leaders and facilitators.

## Learning Objectives

- ◇ Why go back to the basics of operational excellence
- ◇ How the basic tools serve as a foundation for a well-connected system
- ◇ How to implement 5S for efficiency & effectiveness
- ◇ How to implement standard work in different work environments
- ◇ Daily visual management to enhance communication & expose problems early
- ◇ Problem-solving & kaizen workshops

## Key Topics

- ◇ 5S Workplace Organization
- ◇ Standard Work
- ◇ Daily Visual Management
- ◇ Problem Solving
- ◇ Rapid & Continuous Improvement (Kaizen)

## Who should attend?

All levels of the organization

The course is adjusted to the participant mix

## Prerequisites

None

**2 days — 8:00 a.m. – 5:00 p.m.**

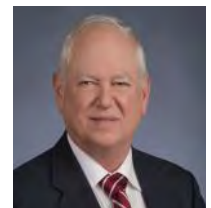
*Please contact OpEx Solutions, Inc. for pricing.*

## Instructors



**Rudy Villarreal, Senior Consultant — OpEx Solutions**, is an expert in contract management and the public sector. Rudy's experience also includes identifying, recommending, and coordinating the implementation of process improvement and developing and implementing training programs. He centralized the complaints tracking, analyzing, and corrective action system for the State of Texas' Managed Care.

**John P. Gay, Master Black Belt, Principal Consultant — OpEx Solutions**, has been Supervising Master Black Belt and Global Best Practices Leader for Focused Improvement for DuPont, delivering over \$1M per person every year in hard, validated savings in addition to \$2M + in soft savings until his retirement. He also led 14 engineers and chemists as Technical Superintendent for the LaPorte, Texas Dupont plant, ensuring compliance with new environmental permit standards including effluent water quality. John is an APICS Certified Supply Chain Professional and a SCORE (Supply Chain Council) Professional.



**Payment & Cancellation Policy:** A 50% advance payment is due at the time of scheduling. The balance and expenses will be invoiced after the event. For cancellation up to seven days prior to the event date, the advance will be refunded less 10%.





# Global OpEx Solutions

1-Day Seminar

Course Code: ETL-V01

PMI Claim Code: 3510HEGQ5H

The most successful operational excellence systems evolve with relentless pursuit of excellence. Many leaders have tried and failed to survive their transformation.

This session will reflect on the key principles for sustainable success and pitfalls to avoid, in the journey to operational excellence. This intense one-day session will enable busy leaders to refine their operational excellence journey to achieve rapid and sustainable gains with an evolving system. The session will include Four topics will be included — each followed by a guest speaker and a thought-provoking group exercise.

## Key Topics

- ◇ Operational Excellence System Evolution
- ◇ Stability Building Blocks & Product Development
- ◇ People Engagement & Culture Change
- ◇ Operational Excellence Strategy Development

## Learning Objectives

- ◇ Why only a small fraction of the companies win big rapidly & sustain
- ◇ How to ensure stability & execution of products, projects & programs
- ◇ Focusing all the resources to accomplish organizational strategy & goals
- ◇ Refining & developing your own operational excellence strategy

## Who should attend?

Corporate Executives  
Plant Managers & Business Unit Leaders  
Continuous Improvement Directors  
Program Mgt. Directors (PMPs earn 8 PDUs)  
Product Engineering Directors

## Open Enrollment Fees

\$795 COC Members	\$895 Non-members
\$845 AME/ASQ/IIE/PMI® Members	

## Instructors



**Martin Nazareth PMP, MSIE, President — OpEx Solutions**, has led strategic deployment of operational excellence at over 100 plants globally across several industries in Lean, TPM, FMEA/PCP and Error Proofing. He held senior level positions at Alcoa, Delphi and EDS, served as a board member of AME's SW Region and is a director of IIE's Lean Division and Industry Advisory Board.

**Warren Gary Johnson, Jr., Principal Consultant — OpEx Solutions**, is a mechanical engineer and a Certified Maintenance and Reliability Professional. His main areas of expertise are maximizing asset utilization, reliability, asset tracking, cost reduction and planning and scheduling. He developed a system for real-time asset utilization monitoring for Alcoa where he worked for 34 years in various capacities.



**John P. Gay, Master Black Belt, Principal Consultant — OpEx Solutions**, has been Supervising Master Black Belt and Global Best Practices Leader for Focused Improvement for DuPont, delivering over \$1M per person every year in hard, validated savings. He also led 14 engineers and chemists as Technical Superintendent for the LaPorte, Texas Dupont plant, ensuring compliance with new environmental permit standards including effluent water quality. John is an APICS Certified Supply Chain Professional and a SCOR (Supply Chain Council) Professional.

**Cancellation Policy:** Enrollment fee less \$100.00 non-refundable registration charge will be refunded up to one week before the event. Substitutions may be made any time prior to the start of the training. In the event of cancellation by OpEx Solutions, Inc. (OSI) for any reason (probability very low), the enrollment fee will be refunded, however, OSI is not responsible for incidental costs incurred by registrants.







# Global OpEx Solutions

**3-DAY SEMINAR**

**Course Code: IMST-V02**

Successful and sustainable continuous improvement systems rely heavily on how systems integrate tools into one management system while transformation of the organization relies on how strategically aligned initiatives are executed. The impetus to the relentless pursuit of operational excellence is provided by strategic metrics. This comprehensive three-day seminar combining integration, transformation, and metrics, will prepare leaders to achieve sustainable enterprise transformation by modeling integrated operational excellence systems, aligning with the goals of the organization, and measuring the system performance using key metrics.

## Key Topics

- ◇ Operations' Integrated Management System
- ◇ Strategy (A3, Hoshin) & Deployment (Kanri)
- ◇ Value Stream Mapping
- ◇ Enterprise Transformation
- ◇ Stability Building Blocks & Product Development
- ◇ People Engagement & Culture Change
- ◇ Fundamental, Strategic, & Analytical Metrics
- ◇ Balanced Metrics Structure

## Instructors



**Martin Nazareth PMP, MSIE, President — OpEx Solutions**, has led strategic deployment of operational excellence at over 100 plants globally across several industries in Lean, TPM, FMEA/PCP and Error Proofing. He held senior level positions at Alcoa, Delphi and EDS, served as a board member of AME's SW Region and is a director of IIE's Lean Division and Industry Advisory Board.

**Warren Gary Johnson, Jr., Principal Consultant — OpEx Solutions**, is a mechanical engineer and a Certified Maintenance and Reliability Professional. His main areas of expertise are maximizing asset utilization, reliability, asset tracking, cost reduction and planning and scheduling. He developed a system for real-time asset utilization monitoring for Alcoa where he worked for 34 years in various capacities.



**Ken McClymonds PE, Principal Consultant — OpEx Solutions** is a registered Professional Industrial Engineer and Six Sigma Master Black Belt with over 40 years of professional experience and 19 years at VP level, leading process improvement systems resulting in significant and sustainable bottom line results. Ken is a Senior Member of IIE, and a director of the Institute for High Performance Planning.

**John P. Gay, Master Black Belt, Principal Consultant — OpEx Solutions**, has been Supervising Master Black Belt and Global Best Practices Leader for Focused Improvement for DuPont, delivering over \$1M per person every year in hard, validated savings. He also led 14 engineers and chemists as Technical Superintendent for the LaPorte, Texas Dupont plant, ensuring compliance with new environmental permit standards including effluent water quality. John is an APICS Certified Supply Chain Professional and a SCORE (Supply Chain Council) Professional.



**Cancellation Policy:** Enrollment fee less \$100 non-refundable registration charge will be refunded up to one week before the event. Substitutions may be made any time prior to the start of the training. In the event of cancelation by OpEx Solutions, Inc. (OSI) for any reason (probability very low), the enrollment fee will be refunded; however, OSI is not responsible for incidental costs incurred by registrants.

## Learning Objectives

- ◇ Avoiding pitfalls in operations transformation
- ◇ Designing well-connected operations systems
- ◇ Strategizing deployment (A3 & Hoshin Kanri)
- ◇ Leading continuous improvement initiatives
- ◇ Winning big & sustaining
- ◇ Stabilizing execution of products & programs
- ◇ Developing the operational excellence strategy
- ◇ Balancing & aligning the metrics system
- ◇ Using right metrics to drive action

## Who should attend?

Corporate Executives  
Plant Managers & Business Unit Leaders  
Continuous Improvement Leaders & Directors  
Program Mgt. Directors & Project Managers (24 PDUs)  
Product Engineering Directors

## Open Enrollment Fees

\$2095 COC Members	\$2395 Non-members
\$2245 AME/ASQ/IIE/PMI Members	





# Global OpEx Solutions

1-Day Seminar

Course Code: IMSL-V02

PMI Claim Code: 351001EDUA

Successful and sustainable continuous improvement systems rely heavily on how systems integrate tools as one management system and on how strategically one embarks on the journey to operational excellence. Unfortunately, many of the companies have focused on tools and radical changes which result in high costs, long learning curves, long gestation periods, and unsustainable improvements.

Participants will learn how to embark on a sustainable and successful continuous improvement journey by implementing an integrated management system and focusing on strategically solving significant problems through high-value, low-cost solutions. This approach is well suited to extremely difficult times.

## Key Topics

- ◇ Operations' Integrated Management System
- ◇ Strategic Thinking (A3)
- ◇ Value Stream Mapping
- ◇ Strategy Deployment

## Learning Objectives

- ◇ Pitfalls to avoid for management system deployment
- ◇ Improve management efficiency through well connected systems
- ◇ Strategic planning & policy deployment (A3 & Hoshin Kanri)
- ◇ Daily visual management to expose problems
- ◇ Problem solving methodologies & management
- ◇ Identifying high-value, low-cost solutions
- ◇ Leading continuous improvement system transformation

## Who should attend?

Corporate Executives  
Plant Managers & Business Unit Leaders  
Continuous Improvement Directors  
Program Mgt. Directors (PMPs earn 8 PDUs)  
Product Engineering Directors

## Open Enrollment Fees

\$795 COC Members	\$895 Non-members
\$845 AME/ASQ/IIE/PMI® Members	

## Instructors



**John P. Gay, Master Black Belt, Principal Consultant — OpEx Solutions**, has been Supervising Master Black Belt and Global Best Practices Leader for Focused Improvement for DuPont, delivering over \$1M per person every year in hard, validated savings in addition to \$2M + in soft savings until his retirement. He also led 14 engineers and chemists as Technical Superintendent for the LaPorte, Texas Dupont plant, ensuring compliance with new environmental permit standards including effluent water quality. John is an APICS Certified Supply Chain Professional and a SCOR (Supply Chain Council) Professional.

**Ken McClymonds PE, Principal Consultant — OpEx Solutions**, is a registered Professional Industrial Engineer and Six Sigma Master Black Belt with over 40 years of professional experience and 19 years at VP level, leading process improvement systems resulting in significant and sustainable bottom line results. Ken is a Senior Member of IIE, and a director of the Institute for High Performance Planning.



**Cancellation Policy:** Enrollment fee less \$100.00 non-refundable registration charge will be refunded up to one week before the event. Substitutions may be made any time prior to the start of the training. In the event of cancellation by OpEx Solutions, Inc. (OSI) for any reason (probability very low), the enrollment fee will be refunded, however, OSI is not responsible for incidental costs incurred by registrants.





# Global OpEx Solutions

3-Day Seminar

Course Code: IMST-V02

PMI CLAIM CODE: 3510L8ET0F

Successful and sustainable continuous improvement systems rely heavily on how systems integrate tools into one management system while transformation of the organization relies on how strategically aligned initiatives are executed. The impetus to the relentless pursuit of operational excellence is provided by strategic metrics.

This comprehensive three-day seminar combining integration, transformation, and metrics will prepare leaders to achieve sustainable enterprise transformation by modeling integrated operational excellence systems, aligning with the goals of the organization, and measuring the system performance using key metrics.

## Key Topics

- ◇ Operations' Integrated Management System
- ◇ Strategy (A3, Hoshin) & Deployment (Kanri)
- ◇ Value Stream Mapping
- ◇ Enterprise Transformation
- ◇ Stability Building Blocks & Product Development
- ◇ People Engagement & Culture Change
- ◇ Fundamental, Strategic, & Analytical Metrics
- ◇ Balanced Metrics Structure

## Instructors



**Martin Nazareth PMP, MSIE, President — OpEx Solutions**, has led strategic deployment of operational excellence at over 100 plants globally across several industries in Lean, TPM, FMEA/PCP and Error Proofing. He held senior level positions at Alcoa, Delphi and EDS, served as a board member of AME's SW Region and is a director of IIE's Lean Division and Industry Advisory Board.

**Warren Gary Johnson, Jr., Principal Consultant — OpEx Solutions**, is a mechanical engineer and a Certified Maintenance and Reliability Professional. His main areas of expertise are maximizing asset utilization, reliability, asset tracking, cost reduction and planning and scheduling. He developed a system for real-time asset utilization monitoring for Alcoa where he worked for 34 years in various capacities.



**Ken McClymonds PE, Principal Consultant — OpEx Solutions** is a registered Professional Industrial Engineer and Six Sigma Master Black Belt with over 40 years of professional experience and 19 years at VP level, leading process improvement systems resulting in significant and sustainable bottom line results. Ken is a Senior Member of IIE, and a director of the Institute for High Performance Planning.

**John P. Gay, Master Black Belt, Principal Consultant — OpEx Solutions**, has been Supervising Master Black Belt and Global Best Practices Leader for Focused Improvement for DuPont, delivering over \$1M per person every year in hard, validated savings. He also led 14 engineers and chemists as Technical Superintendent for the LaPorte, Texas Dupont plant, ensuring compliance with new environmental permit standards including effluent water quality. John is an APICS Certified Supply Chain Professional and a SCORE (Supply Chain Council) Professional.



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## Learning Objectives

- ◇ Avoiding pitfalls in operations transformation
- ◇ Designing well-connected operations systems
- ◇ Strategizing deployment (A3 & Hoshin Kanri)
- ◇ Leading continuous improvement initiatives
- ◇ Winning big & sustaining
- ◇ Stabilizing execution of products & programs
- ◇ Developing the operational excellence strategy
- ◇ Balancing & aligning the metrics system
- ◇ Using right metrics to drive action

## Who should attend?

Corporate Executives  
Plant Managers & Business Unit Leaders  
Continuous Improvement Leaders & Directors  
Program Mgt. Directors & Project Managers (24 PDUs)  
Product Engineering Directors

## Open Enrollment Fees

\$2095 COC Members	\$2395 Non-members
\$2245 AME/ASQ/IIE/PMI Members	







# Global OpEx Solutions

Course Codes: (Green Belt) LSSGB & (Black Belt) LSSBB PMI Claim Codes: 0WPYGQX/3510J330QV

Lean reduces waste by identifying and solving problems, while, Six Sigma reduces waste by reducing process variation. Waste elimination is paramount in achieving the productivity required for organizations to survive and compete. Lean and Six Sigma complement each other into a powerful system to eliminate waste. OSI's Black Belts combine Six Sigma & Lean techniques as they lead their organizations on their waste reduction, productivity and quality improvement journey.

Participants will discover how to embark on a sustainable and successful continuous improvement journey by gaining expertise in the proper use of Lean and Six Sigma tools and techniques. Each participant will gain LSS certification knowledge in applying the well-respected DMAIC process resulting in not just finding an answer but identifying the right solution to their business problems.

Upon class-room course completion, participants will be registered for an online self-study program for up to 180 days to practice and complete the certification exam.

## Learning Objectives

- ◇ Knowledge of Lean & statistical tools for DMAIC
- ◇ Selecting problems to solve ensuring ROI
- ◇ Applying tools to analyze & solve business problems
- ◇ Selecting the right solutions
- ◇ Verifying the solution is effective
- ◇ Implementing controls to ensure sustainability
- ◇ Enterprise transformation using Lean and Six Sigma
- ◇ Obtaining the knowledge to earn an LSS certification

## Agenda

Week 1	LSSGB	Mon 8:00—Thu 5:00
Weeks 2 & 3	LSSBB	Mon 8:00—Fri 5:00

## Instructors

**John P. Gay, Master Black Belt, VP of Operations — OpEx Solutions**, has around 40 years of professional experience. He supervised Master Black Belts and led Global Best Practices for Focused Improvement for DuPont, delivering over \$1M per person annual hard, validated savings and \$2M+ in soft savings. John served as Technical Superintendent for the LaPorte, Texas Dupont plant, ensuring compliance with environmental water quality permit standards and delivering permit requirements on time and within budget. John is an APICS Certified Supply Chain Professional and a SCORE (Supply Chain Council) Professional.

**Ken McClymonds PE, Master Black Belt, Principal Consultant — OpEx Solutions**, is a registered Professional Industrial Engineer with over 40 years of professional experience and 19 years at VP level, leading process improvement systems resulting in significant and sustainable bottom line results. Ken is a Senior Member of IIE, and a Director of the Institute for High Performance Planning.

**Cancellation Policy:** Registration fee less \$100.00 will be refunded up to one week before the event. Substitutions may be made any time prior to the start of the course. This event may be cancelled by OpEx Solutions (OSI) for any reason (probability very low), OpEx Solutions will refund the registration fee, however, OSI is not responsible for incidental costs incurred by registrants.

## Key Topics

- ◇ Lean & Six Sigma Tools, & other methodologies
- ◇ Voice of the Customer & Customer Data
- ◇ Project Selection, Definition & Management
- ◇ Process Mapping
- ◇ Measurement Systems & Process Capability
- ◇ Statistical Analysis
- ◇ Design Of Experiments (DOE)
- ◇ Process Improvement & Control

## Who should attend?

Almost all functions:

Operations  
Product & Process Engineering  
IT & Project Management  
Quality or Continuous Improvement  
HR, Finance & Administration

## Participant Requirements

- ◇ Laptop loaded with Minitab or other stat software (Excel macros link provided for those w/o software)
- ◇ 1 x (GB) & 1 x (BB) company-approved projects (OSI will provide projects for non-sponsored students)

## Registration & Fees

Program	Regular	AME/ASQ/ IISE/PMI Members	COC Members
<b>LSSGB</b>	\$2,145	\$2,045	\$1,945
<b>LSSBB</b>	\$4,795	\$4,495	\$4,295
<b>LSSGB &amp; BB</b>	\$6,395	\$6,095	\$5,745
Certification & online material fee : \$200 for GB & \$300 for BB			



# Global OpEx Solutions

**BY REQUEST: 1 DAY**

**Course Code: OEE-V01**

Overall Equipment Effectiveness (OEE) is the key metric for effective asset utilization, Total Productive Maintenance (TPM), and Autonomous Maintenance (AM).

Regrettably, not all companies have properly set OEE. In order for OEE to be useful, the calculation needs to be set correctly; if not, it will produce false indications and, in most cases, the cost of measurement may exceed the benefits.

Correctly established OEE scorecards will indicate where to focus and what is the expected payback. OEE becomes vastly more effective when a leadership governance system is put in place. In addition, many organizations confuse Total Effective Equipment Productivity (TEEP) and OEE and when to use one versus the other.

Participants will learn how and where to effectively calculate OEE and TEEP, and how to set up an OEE scorecard and a governance system.

**1 day — 8:00 a.m. – 5:00 p.m.**

*Please contact OpEx Solutions, Inc. for pricing.*

## Instructors



**John P. Gay, Master Black Belt, Principal Consultant — OpEx Solutions**, has been Supervising Master Black Belt and Global Best Practices Leader for Focused Improvement for DuPont, delivering over \$1M per person every year in hard, validated savings in addition to \$2M + in soft savings until his retirement. He also led 14 engineers and chemists as Technical Superintendent for the LaPorte, Texas Dupont plant, ensuring compliance with new environmental permit standards including effluent water quality. John is an APICS Certified Supply Chain Professional and a SCORE (Supply Chain Council) Professional.

**Warren Gary Johnson, Jr., P.E., Principal Consultant — OpEx Solutions**, is a mechanical engineer and a Certified Maintenance and Reliability Professional. His main areas of expertise are maximizing asset utilization, reliability, asset tracking, cost reduction and planning and scheduling. He developed a system for real-time asset utilization monitoring for Alcoa where he worked for 37 years in various capacities in engineering, maintenance, production, and quality management positions.



**Ken McClymonds P.E., Principal Consultant — OpEx Solutions**, is a registered Professional Industrial Engineer and Six Sigma Master Black Belt with over 40 years of professional experience and 19 years at VP level, leading process improvement systems resulting in significant and sustainable bottom line results. He designed the Machine Utilization Management System (MUMS) and Activity-based Costing at John Deere. Ken is a Senior Member of IIE, and a director of the Institute for High Performance Planning.

**Payment & Cancellation Policy:** A 50% advance payment is due at the time of scheduling. The balance and expenses will be invoiced after the event. For cancellation up to seven days prior to the event date, the advance will be refunded less 10%.

## Learning Objectives

- ◇ What is OEE
- ◇ Calculating OEE
- ◇ Designing the OEE metric
- ◇ Financial correlation to OEE
- ◇ Developing the OEE scorecard
- ◇ Governance through OEE

## Key Topics

- ◇ Basics of OEE & Relationship to TPM
- ◇ OEE/TEEP Calculations
- ◇ Developing the OEE Scorecard
- ◇ Deploying OEE Metric
- ◇ Setting up the Governance Structure

## Who should attend?

Corporate Executives  
Operations Managers & Business Unit Leaders  
Maintenance Directors  
Plant Engineering & Facilities Directors







# Global OpEx Solutions

**BY REQUEST: 1 Day**

**Course Code: PSP-V01**

**PMI Claim Code: 3510KFNTJQ**

Problem solving has typically been taught as an independent tool. The power of problem solving is significantly enhanced when it is taught in the context of total quality management for process improvement. This approach improves the probability of a successful and sustainable continuous improvement journey that yields significant return on investment (ROI) .

Participants will learn to identify, prioritize and solve problems continuously in the context of a well-connected quality system. This course is specifically designed for practitioners within organizations and is offered only as a dedicated in-house training. OpEx Solutions' experts will draw upon their vast knowledge of Lean, Six Sigma, Theory of Constraints (TOC), and other systems.

## Learning Objectives

- ◇ How Problem Solving Connects with Other Tools
- ◇ Why Do Root-Cause Problem Solving
- ◇ Where to Start & What to Focus On
- ◇ What Steps to Follow in Problem Solving
- ◇ Solving to Root Cause & Improving the Process
- ◇ Instituting Continuous Improvement

## Key Topics

- ◇ Problem Solving Process (company specific)
- ◇ Problem Identification & Initial Reaction
- ◇ Tactical Problem Solving
- ◇ Scientific Problem Solving
- ◇ Root-cause Problem Solving
- ◇ Problem Solving A3
- ◇ Cause Decision Trees
- ◇ Fishbone Diagrams
- ◇ Launching Continuous Problem Solving

## Who should attend?

All levels of the organization  
The course is adjusted to the participant mix

**1 day — 8:00 a.m. – 5:00 p.m.**

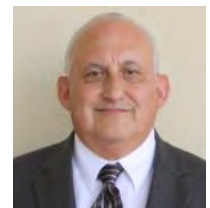
*Please contact OpEx Solutions, Inc. for pricing.*

## Instructors



**Ken McClymonds PE, Principal Consultant — OpEx Solutions**, is a registered Professional Industrial Engineer and Six Sigma Master Black Belt with over 40 years of professional experience and 19 years at VP level, leading process improvement systems resulting in significant and sustainable bottom line results. Ken is a Senior Member of IIE, and a director of the Institute for High Performance Planning.

**Jesus Valdez, Jr., PE, Senior Consultant — OpEx Solutions**, is a registered Professional Engineer and Six Sigma Black Belt with over 40 years of professional experience in operations, engineering, maintenance and reliability, Total Productive Maintenance (TPM) and continuous improvement programs at DuPont and subsequent consulting. Jesse is also very active in improving the City of Garden Ridge, TX.



**Payment & Cancellation Policy:** A 50% advance payment is due at the time of scheduling. The balance and expenses will be invoiced after the event. For cancellation up to seven days prior to the event date, the advance will be refunded less 10%.





# Global OpEx Solutions

**BY REQUEST: 2 DAYS**

**Course Code: PIP-V01**

The seven basic quality tools have typically been taught as independent tools. The power of these tools is significantly enhanced when they are taught in the context of total quality management for process improvement. In addition, this approach improves the probability of a successful and sustainable continuous improvement journey when taught in combination with problem solving process and root cause problem solving.

Participants will learn the basic tools in the context of a well-connected quality system for continuous problem identification and problem solving. This course is specifically designed for practitioners within organizations and is offered only as a dedicated in-house training. OpEx Solutions' experts will draw upon their vast knowledge of Lean, Six Sigma, Theory of Constraints (TOC), and other systems.

## Key Topics

- ◇ Introduction to the Seven Basic Quality Tools
- ◇ Using the Tools to Identify Problems
- ◇ Problem Solving Using A3
- ◇ Root-Cause Problem Solving Using 5-Whys

## Learning Objectives

- ◇ What are the seven basic quality tools
- ◇ Effective use of the tools
- ◇ How tools are connected to problem solving
- ◇ Solving problems to root cause

## Who should attend?

Supervisors and Associates  
Office Staff  
Departmental Managers

**2 days — 8:00 a.m. – 5:00 p.m.**

*Please contact OpEx Solutions, Inc. for pricing.*

## Instructors



**Ken McClymonds PE, Principal Consultant — OpEx Solutions**, is registered Professional Industrial Engineer and Six Sigma Master Black Belt with over 40 years of professional experience and 19 years at VP level, leading process improvement systems resulting in significant and sustainable bottom line results. Ken is a Senior Member of IIE, and a director of the Institute for High Performance Planning.

**Jesus Valdez, Jr., PE, Senior Consultant — OpEx Solutions**, is a registered Professional Engineer and Six Sigma Black Belt with over 40 years of professional experience in operations, engineering, maintenance and reliability, Total Productive Maintenance (TPM) and continuous improvement programs at DuPont and subsequent consulting. Jesse is also very active in improving the City of Garden Ridge, TX.



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# Global OpEx Solutions

1-Day Seminar

Course Code: PDPL-V01

PMI Claim Code: 3510Y8NR3N

Product development is typically the largest discretionary expense and a CHAOS survey in 2004 revealed an average of 56% cost overrun across projects. In addition, many projects fail to meet customer intent and are exited without completion. A well-designed and managed product development process will minimize these shortcomings.

Participants will discover how to embark on a sustainable and successful product development process. Each participant will gain an understanding of the key components and a proven process to develop the right product solutions for their customer needs.

## Learning Objectives

- ◇ Maximize revenue
- ◇ Reduce time to market
- ◇ Integrate the product development process
- ◇ Avoid pitfalls and bottlenecks
- ◇ Optimize the largest discretionary expense
- ◇ Achieve on-time, on-budget & quality products
- ◇ Benefit from focused product development
- ◇ Identify structured tools for product development
- ◇ Minimize losses while exiting unfeasible projects
- ◇ Enable lean processes

## Key Topics

- ◇ Preliminary Assessment & Requirements
- ◇ Project Planning
- ◇ Product & Process Development
- ◇ Product & Process Validation
- ◇ Product Launch
- ◇ Excellence in Sustaining

## Who should attend?

*PMPs earn 8 PDUs*

### **Senior Leadership:**

Marketing  
Product Management  
Product Development  
Advanced Process Management  
Advanced Quality Management

## **Open Enrollment Fees**

\$795 COC Members	\$895 Non-members
\$845 AME/ASQ/IIE/PMI® Members	

## Instructors



**Ken McClymonds PE, Principal Consultant — OpEx Solutions**, is a registered Professional Industrial Engineer and Six Sigma Master Black Belt with over 40 years of professional experience and 19 years at VP level, leading process improvement systems resulting in significant and sustainable bottom line results. Ken is a senior member of IIE, and a director of the Institute for High Performance Planning.

**Martin Nazareth PMP, MSIE, President — OpEx Solutions**, has led strategic deployment of operational excellence at over 100 plants globally across several industries in Lean, TPM, FMEA/PCP and Error Proofing. He held senior level positions at Alcoa, Delphi and EDS, served as a board member of AME's SW Region and is a director of IIE's Lean Division and Industry Advisory Board.



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# Global OpEx Solutions

BY REQUEST: 2 DAYS

Course Code: PDPP-V01

PMI Claim Code: 3510A8Z244

Product development is typically the largest discretionary expense and a CHAOS survey in 2004 revealed an average of 56% cost overrun across projects. In addition, many projects fail to meet customer intent and are exited without completion. A well-designed and managed product development process will minimize these shortcomings.

Participants will discover how to embark on a sustainable and successful product development process. Each participant will gain an understanding of the key components and a proven process to develop the right product solutions for their customer needs.

## Key Topics

- ◇ Preliminary Assessment & Requirements
- ◇ Project Planning
- ◇ Product & Process Design
- ◇ Product & Process Validation & Launch
- ◇ Excellence in Sustaining Engineering

## Learning Objectives

- ◇ Integrated product development process
- ◇ Pitfalls to avoid
- ◇ Maximizing success of products in the market
- ◇ Managing the largest discretionary expense
- ◇ Achieving on-time, on-budget & quality products
- ◇ Benefits of focused product development
- ◇ Key tools & techniques of product development
- ◇ Reducing time to market
- ◇ Seven product development wastes
- ◇ Minimizing losses while exiting unfeasible projects
- ◇ Enabling Lean manufacturing

## Who should attend?

Product Managers and Marketing  
Product Engineering  
Manufacturing Engineering (Advanced Manufacturing)  
Quality Engineering (Advanced Quality)  
Continuous Improvement Leaders  
Project Managers (*PMPs earn 16 PDUs*)

**2 days — 8:00 a.m. – 5:00 p.m.**

*Please contact OpEx Solutions, Inc. for pricing.*

## Instructors



**Ken McClymonds PE, Principal Consultant — OpEx Solutions**, is a registered Professional Industrial Engineer and Six Sigma Master Black Belt with over 40 years of professional experience and 19 years at VP level, leading process improvement systems resulting in significant and sustainable bottom line results. Ken is a Senior Member of IIE, and a director of the Institute for High Performance Planning.

**Martin Nazareth PMP, MSIE, President — OpEx Solutions**, has led strategic deployment of operational excellence at over 100 plants globally across several industries in Lean, TPM, FMEA/PCP and Error Proofing. He held senior level positions at Alcoa, Delphi and EDS. He has two masters' in IE and a bachelor's in mechanical engineering. Martin is a certified Project Management Professional (PMP) and a Six Sigma Green Belt. Martin has also served as a board member of AME's SW Region and is a director of IIE's Lean Division and Industry Advisory Board.



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# Global OpEx Solutions

4 days — 35 CEUs

Course Code: PMPEP-V03

PMI Claim Code: 3510YTU9EN

PMP® Certification verifies you have the required skills and experience to perform as a Project Manager at the top level and raises your earning potential by around 20% versus a non-certified Project Manager\*.

OSI offers Project Management Professional Exam Prep (PMP Preparation Course) to develop practitioners' technical, leadership, and strategic and business management skills to prepare you for the Project Management Professional (PMP®) or Certified Associate in Project Management (CAPM®) certification exam.

\*PMI Earning Power Salary Survey 2020

\*\*PMP® and CAPM® are registered marks of PMI

## Key Topics

- ◇ PMP Mindset
- ◇ Creating & Maintaining High-Performing Teams
- ◇ Starting the Project
- ◇ Executing the Work
- ◇ Keeping on Track
- ◇ Keeping the Business in Mind
- ◇ Closedown
- ◇ Preparing for the Exam
  - Review of Exam Type Questions
  - Practice Test

## Learning Objectives

- ◇ Establishing a project management framework
- ◇ Comprehend Project Management Domains
  - Process Groups & Tasks
  - Knowledge Areas
- ◇ Learn and know how to use:
  - Recognized PM tools & techniques
  - Fundamental PM Formulas
- ◇ Macro/micro cascaded schedule management
- ◇ Pitfalls in the project management culture
- ◇ Minimizing risk of project failures
- ◇ Understand the PMP® & CAPM®

## Who should attend

Product & Project Managers  
Continuous Improvement Leaders  
Advanced Engineering & Quality Professionals  
Individuals Pursuing PMP® or CAPM® Certification

## Open Enrollment Fees

(Does not include PMI Certification Exam Fee)  
4 Days (35 hours including group exercises)  
8:00 a.m. – 5:15 p.m.

\$1,895 COC Members	\$2,095 Non-mem.
\$1,995 AME/ASQ/IISE/PMI® Mem.	



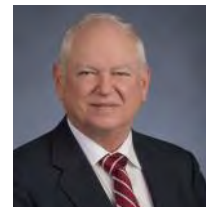
PMI Talent Triangle®

## Instructors



**Martin Nazareth PMP®, Authorized Training Partner Instructor — PMP, SMC®, MSIE, Certified Everything DISC Workplace® Facilitator, President — OpEx Solutions, Inc.** led strategic deployment of operational excellence at over 100 plants globally across several industries in Lean, TPM, FMEA/PCP and Error Proofing. He held senior level positions at Alcoa, Delphi and EDS with global responsibility for Programs and quality. He served as a board member of AME's SW Region and is a director of IIE's Lean Division and Industry Advisory Board.

**John P. Gay, PMP®, Authorized Training Partner Instructor — PMP, SMC®, Master Black Belt, Vice President of Operations — OpEx Solutions, Inc.** has been Supervising Master Black Belt and Global Best Practices Leader for Focused Improvement for DuPont, delivering over \$1M per person every year in hard, validated savings in addition to \$2M + in soft savings until his retirement. He also served Technical Superintendent for the LaPorte, Texas Dupont plant, ensuring compliance with new environmental permit standards including effluent water quality and delivering permit requirements on time and on budget. John is an ASCM Certified Supply Chain Professional and a SCOR (Supply Chain Council) Professional.



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# Global OpEx Solutions

BY REQUEST: 5 Days

Course Code: PME-V02

PMI Claim Code: 35105NOIUR

After fifty years of focused project management curriculum, on-time and within-budget performance of projects is still poor — with an average time and cost overrun above 50%. OpEx Solutions, Inc. (OSI) has a track record of performing on-time and within budget.

OSI offers Project Management Excellence to develop practitioners for effective project management and completion of successful projects.

## Learning Objectives

- ◇ Establishing a project management framework
- ◇ Planning on-time & within budget completion
- ◇ Visually managing multiple projects simultaneously
- ◇ Macro/micro cascaded schedule management
- ◇ Minimizing risk of project failures
- ◇ Using MS Project to plan & monitor projects
- ◇ Pitfalls in the project management culture



## Key Topics

- ◇ Project, Program, Portfolio & Operations Mgt.
- ◇ Project Management Framework
- ◇ Project Initiation
- ◇ Project Planning
- ◇ Project Execution
- ◇ Monitoring & Control
- ◇ Closedown
- ◇ Project Management Information System (PMIS)
- ◇ Project Management Office (PMO)
- ◇ Agile Approach to Planning & Executing Projects

## Who should attend

PM Novices (less than 5 years' experience)  
Product & Project Managers  
Continuous Improvement Leaders  
Advanced Engineering & Quality  
Pursuing PMP Certification

## Open Enrollment Fees

5 days — 8:00 a.m. – 5:00 p.m.

\$2,145 COC Members

\$2,245 AME/ASQ/IIE/PMI® Mem.

\$2,395 Non- mem.

## Instructors



**Martin Nazareth PMP, MSIE, President — OpEx Solutions, Inc.** led strategic deployment of operational excellence at over 100 plants globally across several industries in Lean, TPM, FMEA/PCP and Error Proofing. He held senior level positions at Alcoa, Delphi and EDS with global responsibility for Programs and quality. He served as a board member of AME's SW Region and is a director of IIE's Lean Division and Industry Advisory Board.

**John P. Gay, Master Black Belt, Principal Consultant — OpEx Solutions,** has been Supervising Master Black Belt and Global Best Practices Leader for Focused Improvement for DuPont, delivering over \$1M per person every year in hard, validated savings in addition to \$2M + in soft savings until his retirement. He also served Technical Superintendent for the LaPorte, Texas Dupont plant, ensuring compliance with new environmental permit standards including effluent water quality and delivering permit requirements on time and on budget. John is an ASCM Certified Supply Chain Professional and a SCOR (Supply Chain Council) Professional.



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# Global OpEx Solutions

**BY REQUEST: 1 OR 2 DAYS**

**Course Code: SW-V01**

Standard Work (SW) is the foundation for scheduling, planning, daily visual management and problem solving. Without well founded SW, most of the operational excellence methodologies like Lean, 6σ and TOC, are not likely to be effective or successful. Unfortunately, many organizations have skipped this foundational step while developing their work system, resulting in a failed or mediocre operational excellence journey. Participants will learn how to develop SW using simplified methods, identify when more sophisticated industrial engineering techniques are required, how to maintain work standards and how they are used in developing incentive systems. While the *Back to Basics of Operational Excellence* course includes SW as a section, this course focuses on developing specific skills in developing and maintaining SW.

## Key Topics

- ◇ SW Alignment
- ◇ Preparation for SW Observation
- ◇ Time Study
- ◇ Developing SW
- ◇ Compiling & Maintaining SW
- ◇ Incentive Systems

## Learning Objectives

- ◇ Operational excellence hinges on SW
- ◇ Developing SW for repetitive operations
- ◇ Developing SW for nonrepetitive activities
- ◇ Leader SW
- ◇ Balancing jobs & optimizing operations
- ◇ Compiling & maintaining work standards
- ◇ Introduction to incentive systems

## Who should attend?

Continuous Improvement Leaders & Facilitators  
Industrial & Systems Engineers  
Operations' Managers & Supervisors  
Maintenance Managers & Supervisors

**1-day Basic — 8:00 a.m. – 5:00 p.m.**

**OR**

**2-day Advanced — 8:00 a.m. – 5:00 p.m.**

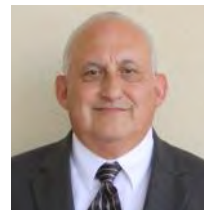
*Please contact OpEx Solutions, Inc. for pricing.*

## Instructors



**Ken McClymonds PE, Principal Consultant — OpEx Solutions**, is a registered Professional Industrial Engineer and Six Sigma Master Black Belt with over 40 years of professional experience and 19 years at VP level, leading process improvement systems resulting in significant and sustainable bottom line results. Ken is a Senior Member of IISE, and a director of the Institute for High Performance Planning.

**Jesus Valdez, Jr., PE, Senior Consultant — OpEx Solutions**, is a registered Professional Engineer and Six Sigma Black Belt with over 40 years of professional experience in operations, engineering, maintenance and reliability, Total Productive Maintenance (TPM) and continuous improvement programs at DuPont and subsequent consulting. Jesse is also very active in improving the City of Garden Ridge, TX.



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# Global OpEx Solutions

1-Day Seminar

Course Code: SML-V01

PMI Claim Code: 3510PNY621

Metrics drive behavior and are prime enablers to channel organizational resources and energy to accomplish the goals and objectives. While the most successful organizations have honed in on key metrics that drive and demonstrate results, per our benchmarking research, most organizations have not been as successful. Designing the metrics' strategy is truly a leadership responsibility.

This intense one-day leader session will enable leaders to develop a customized metrics structure that will motivate all employees to accomplish an organization's mission and vision and at the same time avoid the common pitfalls.

## Key Topics

- ◇ Fundamental Metrics
- ◇ Strategic Metrics
- ◇ Analytical Metrics
- ◇ Balanced Metrics Structure

## Learning Objectives

- ◇ Metrics related pitfalls to avoid
- ◇ Structuring metrics into three categories
- ◇ Balancing metrics for sustained accomplishment of organizational strategy
- ◇ How metrics enable channeling all resources to accomplish the organizational strategy
- ◇ Developing a balanced metrics structure

## Who should attend?

Corporate Executives  
Plant Managers & Business Unit Leaders  
Continuous Improvement Directors  
Program Mgt. Directors (PMPs earn 8 PDUs)  
Product Engineering Directors

## Open Enrollment Fees

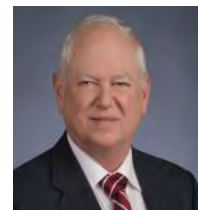
\$795 COC Members	\$895 Non-members
\$845 AME/ASQ/IISE/PMI® Members	

## Instructors



**Martin Nazareth, President — OpEx Solutions**, has led strategic deployment of operational excellence at over 100 plants globally across several industries in Lean, TPM, FMEA/PCP and Error Proofing. He held senior level positions at Alcoa, Delphi and EDS, served as a board member of AME's SW Region and is a director of IIE's Lean Division and Industry Advisory Board. He has two masters' in IE and a bachelor's in mechanical engineering. He is a certified Project Management Professional (PMP) and a Six Sigma Green Belt and serves on the board of AME's Southwest Region and is a Director of IIE's Lean Division.

**John P. Gay, Master Black Belt, Principal Consultant — OpEx Solutions**, has been Supervising Master Black Belt and Global Best Practices Leader for Focused Improvement for DuPont, delivering over \$1M per person every year in hard, validated savings in addition to \$2M + in soft savings until his retirement. He also led 14 engineers and chemists as Technical Superintendent for the LaPorte, Texas Dupont plant, ensuring compliance with new environmental permit standards including effluent water quality. John is an ASCM Certified Supply Chain Professional and a SCOR (Supply Chain Council) Professional.



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# Global OpEx Solutions

1-Day Seminar

Course Code: SCEL-V01

PMI Claim Code: 3510JC1X92

The success of a business is linked to the robustness of its supply chain. Leaders accountable for dynamic supply chains are challenged in driving performance that is responsive, reliable, and agile. Service must be balanced against cost and capital with limited people and time resources.

Leaders are required to make strategic and operational decisions. Both types of decisions need adequate data and analysis.

This seminar will provide a structured approach for leaders to develop and deploy a unique strategy for their supply chain. It also introduces an effective framework for managing sustained competitive performance.

## Key Topics

- ◇ Supply Chain Strategy
- ◇ Design and Configuration Alternatives
- ◇ Risk Management/Onshoring
- ◇ Strategy Deployment & Execution:
  - ◇ Metrics: Alignment & Connection
  - ◇ Managing Performance
  - ◇ Improvement: Cost, Quality, & Delivery
- ◇ Developing Support Systems

## Learning Objectives

- ◇ Aligning supply chain to business objectives
- ◇ Designing end-to-end supply chain strategy
- ◇ Developing supply chain deployment strategy
- ◇ Executing using an effective framework
- ◇ Managing chronic & unexpected risks

## Who should attend?

Corporate Executives  
Operations Managers  
Supply Chain Leaders  
Continuous Improvement Leaders  
Program Managers (PMPs earn 8 PDUs)  
Individuals interested in initiating a transformation

## Open Enrollment Fees

\$795 COC Members	\$895 Non-members
\$845 AME/ASQ/IIE/PMI® Members	

Define  
Strategy

Design &  
Configure

Manage  
Risk

Deploy  
Strategy

Execute &  
Monitor

Improve

## Instructors



**John P. Gay, Master Black Belt, Principal Consultant — OpEx Solutions**, has been Supervising Master Black Belt and Global Best Practices Leader for Focused Improvement for DuPont, delivering over \$1M per person every year in hard, validated savings in addition to \$2M + in soft savings until his retirement. He also led 14 engineers and chemists as Technical Superintendent for the LaPorte, Texas Dupont plant, ensuring compliance with new environmental permit standards including effluent water quality. John is an ASCM Certified Supply Chain Professional and a SCOR (Supply Chain Council) Professional.

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# Global OpEx Solutions

1-Day Seminar

Course Code: TOCL-V01

PMI Claim Code: 3510K32RIL

Successful and sustainable transformation to operational excellence relies on significant and quick wins, and continuous improvement. While Lean, Theory of Constraints, Six Sigma, Business Process Reengineering, and others have all focused on continuous improvement for over twenty years, they have truly not succeeded in demonstrating long term operational excellence. Through extensive experience in rapid and continuous improvement methodologies, OSI has found that focusing on one methodology alone or on one methodology independent of the others, does not result in a successful and sustainable operational excellence journey.

Participants will learn to identify significant opportunities using Theory of Constraints, applying hi-value low-cost solutions and putting a system in place to repeat this cycle to continuously unleash profitable hidden capacity.

## Key Topics

- ◇ Organizational Integrated Management System
- ◇ Strategic Thinking (seeing the big picture) with TOC
- ◇ Performance Measures & Decision Making with TOC
- ◇ Increasing Throughput & Flow w/Drum-Buffer-Rope
- ◇ Improving Project Management with Critical Chain

## Instructors



**Rex Draman, PhD.** spent more than fifteen years working in operations management, holding both line and staff positions in a variety of industries, before earning his PhD. in Operations and Strategic Management from the University of Georgia in 1995. As an academic, Rex held positions in operations management at the University of Alabama at Birmingham, St. Edward's University, and the University of Texas at Brownsville. He also served as Chair of the Operations concentration in St. Edward's MBA program. He is a published author on the topic of TOC.

**Martin Nazareth PMP, MSIE, President — OpEx Solutions**, has led strategic deployment of operational excellence at over 100 plants globally across several industries in Lean, TPM, FMEA/PCP and Error Proofing. He held senior level positions at Alcoa, Delphi and EDS. He has two masters' in IE and a bachelor's in mechanical engineering. Martin is a certified Project Management Professional (PMP) and a Six Sigma Green Belt. Martin has also served as a board member of AME's SW Region and is a director of IIE's Lean Division and Industry Advisory Board.



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## Learning Objectives

- ◇ TOC alignment with other operational excellence systems
- ◇ Importance of combining strengths of other continuous improvement methodologies
- ◇ Identifying the most important obstacles (constraints) to overcome
- ◇ Developing & executing viable solutions that leverage your system's capabilities
- ◇ Finding your own way using TOC, Lean/Six Sigma, & other tools
- ◇ Sustaining improvements through on-going measurement & improvement systems

## Who should attend?

*PMPs earn 8 PDUs*

Corporate Executives  
Plant Managers & Business Unit Leaders  
Continuous Improvement Leaders  
Individuals interested in initiating a transformation

## Open Enrollment Fees

\$795 COC Members	\$895 Non-members
\$845 AME/ASQ/IIE/PMI® Members	







# Global OpEx Solutions

BY REQUEST: 3 Days, Leader; 2 Days, Practitioner

Course Codes: TPML-V01 or TPMP-V01

PMI Claim Codes: TPML-V01, 3510J7GJ57; TPMP-V01, 3510ZB7C39

Many companies suffer from inadequate capacity, productivity and morale due to equipment related breakdowns, accidents, defects and changeovers. TPM helps change the underlying cause, the culture, from "I operate you fix" to "equipment ownership and engagement" resulting in significant reduction in breakdowns, accidents, and defects.

TPM drives rapid model and tool changeovers that improves the equipment utilization, resulting in significant increase in capacity with no capital expenditure. Finally, the Overall Equipment Effectiveness (OEE) provides an effective way of identifying opportunities for improvement while providing an overall index on performance.

## Learning Objectives

- ◇ TPM philosophy & Integrated Management System
- ◇ The 12 elements of executing a TPM program
- ◇ Measuring equipment effectiveness using OEE
- ◇ Applying Single Minute Exchange of Dies (SMED) to reduce changeover time
- ◇ The 7 steps of Autonomous Maintenance (AM)
- ◇ Hands-on activity at a manufacturing location
- ◇ One-Point Lessons
- ◇ Provisional cleaning standards
- ◇ Developing TPM/AM Activity Board to surface problems & ensure sustainability
- ◇ Pitfalls in the culture change through TPM/AM

## Instructors



**Warren Gary Johnson, Jr., Principal Consultant — OpEx Solutions**, is a mechanical engineer and a Certified Maintenance and Reliability Professional. His main areas of expertise are maximizing asset utilization, reliability, asset tracking, cost reduction and planning and scheduling. He developed a system for real-time asset utilization monitoring for Alcoa where he worked for 34 years in various capacities.

**John P. Gay, Master Black Belt, Principal Consultant — OpEx Solutions**, has been Supervising Master Black Belt and Global Best Practices Leader for Focused Improvement for DuPont, delivering over \$1M per person every year in hard, validated savings in addition to \$2M + in soft savings until his retirement. He also led 14 engineers and chemists as Technical Superintendent for the LaPorte, Texas Dupont plant, ensuring compliance with new environmental permit standards including effluent water quality. John is an ASCM Certified Supply Chain Professional and a SCOR (Supply Chain Council) Professional.



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## Key Topics

- ◇ TPM Philosophy & Integrated Management System
- ◇ Seven Steps of Autonomous Maintenance
- ◇ Overall Equipment Effectiveness (OEE)
- ◇ Set-Up Reduction (SMED)
- ◇ TPM Activity Board

## Who should attend — 2 levels?

Leader Level (PMP's can earn 24 PDUs)

Corporate Executives  
Plant Managers & Business Unit Leaders  
Continuous Improvement Leaders

Practitioner Level

Operations, Maintenance and Supporting Staff

*This training has been approved by The Texas Commission on Environmental Quality (TCEQ) for continuing education for TCEQ Water and Wastewater licensees.*

## Times — 3 days

Day 1	Both Levels	8:00 a.m. – 5:00 p.m.
Day 2	Both Levels	8:00 a.m. – 5:00 p.m.
Day 3	Leader Level	8:00 a.m. – 4:30 p.m.

*Please contact OpEx Solutions, Inc. for pricing.*





# Global OpEx Solutions

1-Day Seminar

Course Code: VSM-V01

PMI Claim Code: 3510HSHZ3P

Successful and sustainable continuous improvement systems rely heavily on early identification and solution of problems. Value stream mapping, (VSM) combined with strategic thinking (A3), practical problem solving (PPS), and rapid-improvement workshops (RIW) are great enablers to operational excellence. Unfortunately many organizations have focused on implementing VSM as an end in itself.

Participants will learn how to use VSM in combination with A3 thinking, practical problem solving, and rapid-improvement workshops to dynamically and effectively identify and solve significant problems. This approach works during extremely difficult times as well as when the economy is flourishing.

## Key Topics

- ◇ Value Stream Mapping (VSM)
- ◇ Strategic Thinking (A3)
- ◇ Problem Solving
- ◇ Rapid Improvement Workshops
- ◇ Dynamic VSM

## Learning Objectives

- ◇ How to develop useful value stream maps
- ◇ Pitfalls to avoid in VSM implementation
- ◇ Improve value stream efficiency through VSM
- ◇ Overview of A3, PPS & RIW
- ◇ Connection between VSM, A3, PPS & RIW
- ◇ Dynamic VSM

## Who should attend?

*PMPs earn 8 PDUs*

Operational Excellence Facilitators  
Plant Managers & Business Unit Leaders  
Operational Excellence Directors  
Program/Project Mgt. Professionals

## Open Enrollment Fees

\$795 COC Members	\$895 Non-members
\$845 AME/ASQ/IIE/PMI® Members	

## Instructors



**John P. Gay, Master Black Belt, Principal Consultant — OpEx Solutions**, has been Supervising Master Black Belt and Global Best Practices Leader for Focused Improvement for DuPont, delivering over \$1M per person every year in hard, validated savings in addition to \$2M + in soft savings until his retirement. He also served Technical Superintendent for the LaPorte, Texas Dupont plant, ensuring compliance with new environmental permit standards including effluent water quality and delivering permit requirements on time and on budget. John is an ASCM Certified Supply Chain Professional and a SCOR (Supply Chain Council) Professional.

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# Global OpEx Solutions

**BY REQUEST: 1 DAY**

**Course Code: WPO-V01**

Workplace organization (5S) is one of the most useful foundational tools for operational excellence when applied correctly. Unfortunately, many organizations have a problem sustaining the 5S activity. The fundamental issue is implementing 5S as an independent tool.

OpEx Solutions shows connection to other operational excellence tools throughout the course which significantly enhances the results and sustainability. It serves as a stepping stone to continuous improvement.

Participants will learn how to apply an effective and sustainable workplace organization approach that addresses significant efficiencies and achieving a sizable return on investment (ROI).

### Learning Objectives

- ◇ How 5S connects with other basic tools
- ◇ Why pursue each of the steps of 5S
- ◇ Where to start & what to focus on
- ◇ How to ensure the 5S activity is sustainable
- ◇ Instituting workplace organization

### Key Topics

- ◇ Alignment to the Management System
- ◇ Types of Visual Management
- ◇ Sort
- ◇ Straighten or Set in Order
- ◇ Shine, Sweep or Scrub
- ◇ Standardize
- ◇ Sustain
- ◇ 5S for the Office
- ◇ Launching Workplace Organization (5S)

### Who should attend?

All levels of the organization  
The course is adjusted to the participant mix

**1 day — 8:00 a.m. – 5:00 p.m.**

*Please contact OpEx Solutions, Inc. for pricing.*

### Instructors



**Jesus Valdez, Jr., PE, Senior Consultant — OpEx Solutions**, is a registered Professional Engineer and Six Sigma Black Belt with over 40 years of professional experience in operations, engineering, maintenance and reliability, Total Productive Maintenance (TPM) and continuous improvement programs at DuPont and subsequent consulting. Jesse is also very active in improving the City of Garden Ridge, TX.

**Ken McClymonds PE, Principal Consultant — OpEx Solutions**, is a registered Professional Industrial Engineer and Six Sigma Master Black Belt with over 40 years of professional experience and 19 years at VP level, leading process improvement systems resulting in significant and sustainable bottom line results. Ken is a Senior Member of IIE, and a director of the Institute for High Performance Planning.



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# Workshops





# Workshops

OpEx Solutions offers customized working sessions to help organizations solve issues they may have in different areas. Pricing is based on duration, location, size and industry. Please contact OpEx Solutions, Inc. for pricing & available dates.

PRODUCT & PROCESS DEVELOPMENT	OPERATIONAL EXCELLENCE TOOLS
Product Strategy & Product Management	Value Stream Mapping
Product Development Process Structure	Workplace Organization (5S)
Product Development Programs	Standard Work
Sustaining Engineering	Visual Management
Advanced Process Development & DFSS	Problem Solving/Corrective Action
Advanced Equipment & Facilities Planning	Rapid Improvement Workshop (kaizen)
OPERATIONS AND PROCESS MANAGEMENT	STRATEGY AND LEADERSHIP
Integrated Management System	Strategic Planning & Execution
Quality System	Risk Assessment & Management
Metrics	Operations Analysis
Capacity Optimization & Workforce Planning	Operations System Review
Operations Viability & Business Case Improvement	Theory of Constraints (TOC) Strategy
Job Analysis & Wage Systems	Management Structure & Span of Control
ASSET MANAGEMENT & MAINTENANCE	SUPPLY CHAIN
Total Productive Maintenance Program Planning	Supplier Chain Strategy & Design
Asset Reliability Predictability	Supply Chain Risk Management
Setup Reduction (SMED)	Supply Chain Master Scheduling Process Improvement
Asset Planning & Budgeting	Supply Chain Performance Management Structure
Equipment Management System	Inventory Optimization
SERVICE	FACILITIES MANAGEMENT
Service Parts Strategy & Design	Plant/Warehouse Startup
SP Performance Management	Facility Moves & Equipment Installation
Service Strategy & Design	Facilities Layout Planning
Service Performance Management	Energy Assessment
Service & Service Parts Bonus Programs	Material Handling Design
SYSTEM INTEGRATION	ANALYTICS & SIMULATION
Due Diligence	Operations Optimization
Mergers & Acquisitions	Data Analytics
System Integration Post-Merger/ Acquisition/Split-up	Modeling & Simulation



# Global OpEx Solutions

## SITE ASSESSMENT

Workshop Code: EA-RIW-V01

As companies are busy with regular pressures of quality and delivery, they often miss looking for ways to reduce costs. One of the key areas often overlooked is Energy Management. Most organizations have at least 30% of energy savings potential that can be attained without capital spend. Lighting, inefficient operation of process equipment, and poor maintenance practices all add to energy loss.

OpEx Solutions (OSI) uses a structured and customized approach engaging key players which enables rapid identification and evaluation of significant opportunities.

### Benefits

- ◇ Identifying energy savings around 30%
- ◇ Improved equipment performance
- ◇ Increase in productivity
- ◇ Improvement to the bottom line without capital
- ◇ Recurring savings

NL 3/31/21

### Energy Assessment Facilitators



**Gary Johnson PE, CMRP, Principal Consultant — OpEx Solutions**, is a registered Professional Mechanical Engineer with over 40 years of professional experience in worldwide heavy industry and mining leading equipment reliability and process improvement systems resulting in significant and sustainable bottom line results.

**John P. Gay, Master Black Belt, Principal Consultant — OpEx Solutions**, has been Supervising Master Black Belt and Global Best Practices Leader for Focused Improvement for DuPont, delivering over \$1M per person every year in hard, validated savings in addition to \$2M + in soft savings until his retirement. He also served Technical Superintendent for the LaPorte, Texas Dupont plant, ensuring compliance with new environmental permit standards including effluent water quality and delivering permit requirements on time and on budget. John is an APICS Certified Supply Chain Professional and a SCORE (Supply Chain Council) Professional.



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### Areas of Focus

- ◇ Lighting
- ◇ HVAC
- ◇ Compressed Air
- ◇ Buildings & Structures
- ◇ Equipment Operation
- ◇ Maintenance Practices

### Identifying the Need

- ◇ Energy is one of the top five costs
- ◇ Energy audit not performed in last three years
- ◇ Tiered rates for energy
- ◇ Cash flow is critical

### Types of Industries

- ◇ Discrete Manufacturing
- ◇ Assembly Industries
- ◇ Process Industries
- ◇ Warehousing
- ◇ Service Industries
- ◇ Hospitals, Clinics and Laboratories
- ◇ Educational Institutions





# Global OpEx Solutions

## DEDICATED WORKSHOP

Workshop Code: FMEA—RIW—V01

Identifying potential failure modes and managing risk is much more effective and considerably less expensive if done proactively. Regrettably, most organizations are very reactive in dealing with failure modes resulting in accidents, defects, and excess costs.

Failure Modes and Effects Analysis (FMEA) is one of the most effective risk management tools used to avoid or reduce risks in important business processes. Two typical uses are product and process design. It can also be employed for equipment, logistics, safety, and many other products and processes to proactively identify and manage risks. FMEA workshops are particularly useful where organizations have far reaching implications of failures. OSI consultants are subject-matter experts in training and facilitating FMEA.

### Consequences of Risk

- ◇ Expensive & reactive means of risk management
- ◇ Breakdowns, shortages, instability & chaos
- ◇ Poor quality & on-time delivery
- ◇ High inventory & underutilized capacity
- ◇ Costs from expediting, overtime & penalties
- ◇ Limits commitments & pad schedules
- ◇ Purchasing supply from competitors
- ◇ Loss of sales & market share
- ◇ Loss of intellectual property
- ◇ Accidents, injuries & ergonomic issues

### FMEA Target Areas

- ◇ Hospitals, clinics & laboratories
  - ◆ Operating rooms
  - ◆ Emergency care
  - ◆ Patient care & room management
  - ◆ Prescription accuracy
- ◇ Manufacturing, assembly & process industry
  - ◆ Product design
  - ◆ Assembly processes & operations
  - ◆ Machining processes & operations
  - ◆ Fabrication
  - ◆ Continuous & batch processes
- ◇ Equipment
  - ◆ Developing specifications
  - ◆ Pre-service risk assessment & management
- ◇ Logistics
  - ◆ Dock-to-dock assessment
  - ◆ Milk runs
- ◇ Business processes
  - ◆ Order-to-ship assessment
  - ◆ Deliver-to-payment assessment
- ◇ Safety, ergonomics & facilities
  - ◆ Integration with other FMEAs
  - ◆ Safety processes & systems
  - ◆ Initial & periodic process hazard reviews
- ◇ Problem Solving & Root Cause Analysis

### FMEA Facilitators



**John P. Gay, Master Black Belt, Principal Consultant — OpEx Solutions**, has been Supervising Master Black Belt and Global Best Practices Leader for Focused Improvement for DuPont, delivering over \$1M per person every year in hard, validated savings in addition to \$2M + in soft savings until his retirement. He also led 14 engineers and chemists as Technical Superintendent for the LaPorte, Texas Dupont plant, ensuring compliance with new environmental permit standards including effluent water quality. John is an APICS Certified Supply Chain Professional and a SCORE (Supply Chain Council) Professional.

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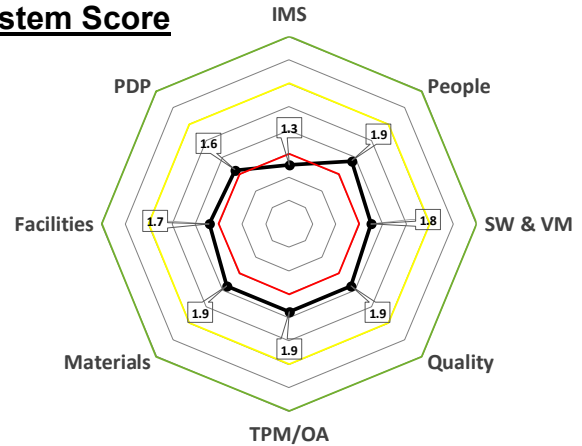
# Global OpEx Solutions

## Dedicated Workshop

Workshop Code: **OSR-RIW-V01**

A system review, conducted by highly experienced and competent OpEx consultants, helps organizations identify their largest opportunities to improve their operations through operational excellence tools and systems. The diagnostic report provides an outside view of the organization's performance and aligns system improvement to operational effectiveness. The output of this workshop is a combination of scores and recommendations. This review takes two to five days depending on the size and maturity of the organization. Ideally, system reviews should be conducted on a regular cadence.

### System Score



### Benefits

- ◇ Expose large gaps in the operations' system
- ◇ Provides recommendations for improvement
- ◇ Direct focus on large opportunities
- ◇ Structured process allows assessing progress
- ◇ Improves safety, quality, lead time and costs

### Target Organizations

- ◇ In pursuit of operational excellence
- ◇ Unstable operations
- ◇ Low profitability and trends
- ◇ Poor on-time delivery performance
- ◇ Poor quality
- ◇ Long lead times
- ◇ Unhappy customers & losing business
- ◇ Passion for excellence

### System Reviewers



**Martin Nazareth PMP, MSIE, President — OpEx Solutions**, led strategic deployment of operational excellence at over 100 plants globally across several industries in Lean, TPM, FMEA/PCP and Error Proofing. He held senior level positions at Alcoa, Delphi and EDS, served as a board member of AME's SW Region and is a director of IIE's Lean Division and Industry Advisory Board.

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# Global OpEx Solutions

**DEDICATED WORKSHOP**

**Workshop Code: OODP-RIW-V01**

Maintaining or restarting operations in any type of organization during health crises poses serious risk considerations and safeguards.

OpEx Solutions, Inc. (OSI) applies a risk-assessment-based approach using Failure Modes and Effects Analysis (FMEA) methodology. The first step maps the current state in different areas of the organization. Then each area is evaluated using the FMEA approach to understand risks and their impact; probability of occurrence; prevention; and detection measures that need to be in place to mitigate or avoid the risk. All this is achieved while following all regulatory factors.

This approach gives a level of confidence to the people as well as the organization to maximize operations without compromising safety. This methodology also serves to protect the organization by proving that adequate measures have been taken to safeguard the health of employees and the public at large.

### Benefits

- ◇ Increase employee confidence in workplace safety
- ◇ Ensure regulatory compliance
- ◇ Maximize operations without compromising safety
- ◇ Minimize cost without sacrificing safety
- ◇ Document firm's reasonableness of safety

### Sample Topic Categories

- ◇ Environmental Protections
- ◇ Scheduling/Streamlining
- ◇ Distancing & PPE
- ◇ Disinfecting
- ◇ Teleworking
- ◇ Reporting/Communications
- ◇ Compliance Assurance
- ◇ Visual Management

**Pricing:** *Please contact OSI for pricing and available dates.*



### Facilitators



**John P. Gay, Master Black Belt, Principal Consultant — OpEx Solutions**, has been Supervising Master Black Belt and Global Best Practices Leader for Focused Improvement for DuPont, delivering over \$1M per person every year in hard, validated savings in addition to \$2M + in soft savings until his retirement. He also served as Technical Superintendent for the LaPorte, Texas Dupont plant, ensuring compliance with new environmental permit standards including effluent water quality and delivering permit requirements. John is an APICS Certified Supply Chain Professional and a SCORE (Supply Chain Council) Professional.

**Ken McClymonds, PE, Master Black Belt, Principal Consultant — OpEx Solutions**, is a registered Professional Industrial Engineer and Six Sigma Master Black Belt with over 40 years of professional experience and 19 years at VP level, leading process improvement systems resulting in significant and sustainable bottom-line results. Ken is a Senior Member of IIE, and a director of the Institute for High Performance Planning.



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# Global OpEx Solutions

**DEDICATED WORKSHOP**

**Workshop Code: OSDA-RIW-V01**

Too often “seat of the pants” or “tweaked from what we’ve done before” solutions are used instead of taking an analytical look and optimizing the solution to important planning and operational issues and decisions.

The product of this workshop helps increase capacity and throughput with minimal, or no, capital expenditure. The workshop also optimizes manufacturing and supply chain configuration, production planning, inventory, routing, and container utilization — while reducing effort and costs, and improving customer service.

## Typical Benefits

- ◇ Increased capacity with minimum capital expenditure
- ◇ Higher facility throughput
- ◇ Lower costs from producing “the right product at the right place, at the right time”
- ◇ Lower inventory & improved service levels
- ◇ Decreased costs for shipping & containers

## Applications

- ◇ Healthcare:  
Sizing/configuring facilities & staff for cost effective service with low waiting times
- ◇ Service Industries:  
Balance staffing versus service requirements  
Optimize service locations & routings
- ◇ Manufacturing Optimization:  
Best facilities locations & layouts  
Batch sizes vs. changeovers  
Capacity  
Use of returnable containers
- ◇ Supply Chain Optimization:  
Product mix  
Production location & inventory  
Transportation & batch sizes

## Pricing

*Pricing is based on duration, location, size and industry. Please contact OpEx Solutions for pricing and available dates.*

## Optimization & Simulation Facilitators



**J. Bennett Foster, PE, CAP, Principal Consultant — OpEx Solutions**, is an expert in the areas of operations and supply chain and optimization. He is an industrial engineer with over 40 years experience in operations research, consulting, mentoring, and teaching at the university level. His certifications include: CPIM and CSCP by APICs; Six Sigma, Certified Analytics Professional (CAP) by INFORMS; and Lean Manufacturing Certified Instructor.

**Ken McClymonds, PE, Principal Consultant — OpEx Solutions**, is a registered Professional Industrial Engineer and Six Sigma Master Black Belt with over 40 years of professional experience and 19 years at VP level, leading process improvement systems resulting in significant and sustainable bottom-line results. Ken is a Senior Member of IIE, and a director of the Institute for High Performance Planning.



**Martin Nazareth PMP, MSIE, President - OpEx Solutions**, Led strategic deployment of operational excellence at over 100 plants globally across several industries in Lean, TPM, FMEA/PCP and Error Proofing. He held senior level positions at Alcoa, Delphi and EDS, served as a board member of AME's SW Region and is a director of IIE's Lean Division and Industry Advisory Board.

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# Global OpEx Solutions

**DEDICATED WORKSHOP**

**Workshop Code: PDP—RIW-V01**

Product development is notorious for frequent scope changes and multiple iterations. These result in design errors, missed schedules, missed project budgets and expensive products that do not perform in the market to planned product volumes. When the product design is released for manufacturing there are many changes required to facilitate production. This means further delay and increased costs, plus other strategic projects are delayed. Participants will learn how to rationalize their current processes and eliminate 80% to 90% of time and cost wastes. In addition, participants will acquire better approaches to reduce iterations, thereby developing products and production processes that reduce product cost and time to market and achieve your target market needs.

## Benefits

- ◇ Reduction in cost & time to market
- ◇ Improved product management
- ◇ Improved market acceptance & share
- ◇ Increased capacity without adding people
- ◇ Improved product quality & cost
- ◇ Optimized value-add processes
- ◇ Enables "Lean manufacturing"
- ◇ Improved project management
- ◇ Involved & engaged people

## Target Organizations

Companies with product design control

## Who should attend?

### One-day workshop

Presidents & Vice Presidents in:

- ◇ Marketing,
- ◇ Product Engineering,
- ◇ Manufacturing
- ◇ Chief Financial Officer
- ◇ Other Leaders of Strategic Functions

### Two-day workshop

Managers and Supervisors in:

- ◇ Marketing
- ◇ Product Engineering
- ◇ Process Engineering
- ◇ Accounting
- ◇ Sales

## Time: 1 or 2 days

Begins at 8:00 a.m.

Ends at 4:30 p.m.

## Product Development Process Facilitators



**Ken McClymonds PE, Principal Consultant - OpEx Solutions**, A registered Professional Industrial Engineer and Six Sigma Master Black Belt with over 40 years of professional experience and 19 years at VP level, leading process improvement systems resulting in significant and sustainable bottom line results. Ken is a Senior Member of IIE, and a director of the Institute for High Performance Planning.

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# Global OpEx Solutions

**DEDICATED WORKSHOP**

**Workshop Code: SR-RIW-V01**

Loss of precious time and resources and poor quality are common during changeovers in most industries. *Rapid Changeover Workshops (RCO)* help significantly improve issues related to excessive time and effort and poor first-time quality. These improvements result in harnessing capacity increases without additional capital expenditure. These two- to five-day workshops are particularly useful to organizations that have many or very long changeovers. Depending on the industry, this activity may also be referred to as a Setup Reduction Workshop or Single Minute Exchange of Dies (SMED).

### Typical Benefits

- ◇ Reduction in changeover time
- ◇ Increased capacity without capital expenditure
- ◇ Improved quality
- ◇ Optimized value-add operations
- ◇ Involved & engaged people

### Key Applications

- ◇ Hospitals:  
Operating rooms, emergency care, room management, etc.
- ◇ Clinics:  
Optimizing facilities and patient wait times
- ◇ Machining operations:  
Cutting tools, molding, .etc.
- ◇ Process operations:  
Batch changeovers for continuous mfg.
- ◇ Assembly operations:  
Model changeover
- ◇ Fabrication:  
Quick setup of jobs for fabrication
- ◇ Laboratories:  
Batch changeover

### Pricing

*Pricing is based on duration, location, size and industry. Please contact OpEx Solutions for pricing and available dates.*

### Rapid Changeover Facilitators



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# Global OpEx Solutions

**DEDICATED WORKSHOP**

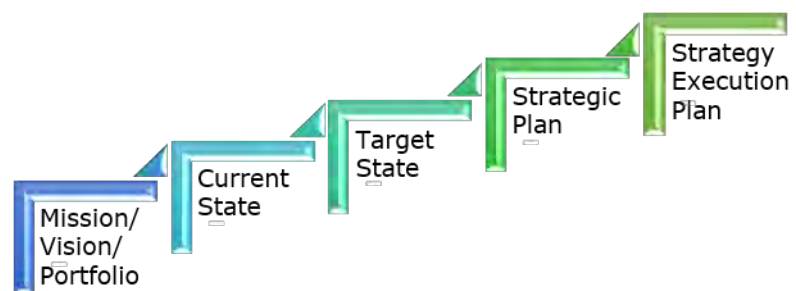
**Workshop Code: SP-RIW-V01**

Less than half of organizations seem to have an appropriate strategic plan. Many of those don't have an effective process for the strategic planning activity, causing them to prolong the process for months — finally releasing the plan in a hurry to meet the deadline. OpEx Solutions' experts have been facilitating strategic planning sessions for decades and offer a structured process in a workshop setting. Workshops facilitated by OpEx Solutions' experts focus on alignment of goals and identifying gaps in order to develop effective long-term and short term plans. These sessions are completed in a few days rather than weeks or months.

## Key Areas of Focus

- ◇ Organizational strengths & opportunities
- ◇ Goals & objectives
- ◇ Portfolio analysis & strategy
- ◇ Highest results with least effort
- ◇ Strategic plan & cascaded plans

## Formal Strategic Planning



## Benefits

- ◇ Enhance the probability of strategy execution
- ◇ Accelerate business results
- ◇ Plan aligned to higher level goals & plans
- ◇ Utilize leadership time effectively
- ◇ Improve synergy of knowledge & effort
- ◇ Increase buy-in & commitment at all levels

## Strategic Planning Facilitators



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# Global OpEx Solutions

**DEDICATED WORKSHOP**

**Workshop Code: SCMS-RIW-V01**

Balancing supply and demand at the product mix level needs to have a structured process that enables ease and accuracy in planning. Unfortunately, we find the majority of the organizations are mediocre at best in their process and results.

The Supply Chain Master Scheduling (SCMS) workshop helps in developing a consistent approach for balancing the supply and demand, early warning signals of imbalance, and predetermined reaction plans. This allows continuous process improvement and avoid knee-jerk reactions to mega changes and software tool implementation on inefficient processes.

Input reviews: production plan & item forecast

Master schedule development vs. objectives

Identify critical resource availability issues

Establish feedback mechanisms

Formulate reaction plans & problem solving

## Typical Benefits (Depends on Scope)

- ◇ Improved lead times & delivery performance
- ◇ Operational stability — on-time quality material
- ◇ Increased capacity without capital expenditure
- ◇ Increased productivity needing less manpower
- ◇ Lower inventory & improved service levels

## Target Supply Chains

- |                      |                               |
|----------------------|-------------------------------|
| ◇ Discrete Mfg.      | ◇ Electronics & Semiconductor |
| ◇ Oil & Gas          | ◇ Government                  |
| ◇ Automotive         | ◇ Healthcare & Pharmaceutical |
| ◇ Aerospace          |                               |
| ◇ Process Industries |                               |
| ◇ Services           |                               |

## Pricing

*Pricing is based on duration, location, size and industry. Please contact OpEx Solutions for pricing and available dates.*

## Supply Chain Improvement Facilitators



**Rich Deegan, Principal Consultant — OpEx Solutions**, has over 25 years' experience leading & improving global supply chains including in the areas of specialty chemicals, fluoropolymer coatings, and films. Rich led the Lean Six Sigma practice within DuPont's Supply Chain Center of Excellence. He is APICS CPIM & CSCP certified and a Lean Six Sigma Master Black Belt.

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# Global OpEx Solutions

## DEDICATED WORKSHOP

Workshop Code: **SCRM—RIW—V01**

Globalization & ever-increasing customer expectations demand Supply Chains become better, faster, cheaper & more resilient. Over 75% of companies experienced a major disruption in the last 2 years. Unfortunately, less than 30% of leaders have confidence in their continuity plans.

OpEx Solutions, Inc. (OSI) has a structured & progressive approach for mitigating risks — over twenty risk categories enable rapid identification & evaluation. A customized approach based on risk & affordability will allow organizations to reduce supply chain risks. In addition, OSI's diverse industry experience increases effectiveness & confidence in risk reduction & continuity plans.

### Risk Management Process



### Consequences of Supply Chain Risk

- ◇ Expensive attempts to manage risk:
  - High inventory & underutilized capacity
  - Cost of obsolete inventory
  - Additional, higher cost supply sources
  - Hedging strategies: take or pay contracts
  - Limit commitments & pad schedules
  - Increased insurance coverage
- ◇ Expenses if risks are not managed:
  - Loss of intellectual property
  - Product shortages, downtime & overtime
  - Lost sales & market share
  - Containment, expediting & penalties
  - Spot market purchases
  - Contract supply from competitors

### Target Supply Chains

- ◇ Discrete Mfg.
- ◇ Oil & Gas
- ◇ Automotive
- ◇ Aerospace
- ◇ Process Industries
- ◇ Services
- ◇ Electronics & Semiconductor
- ◇ Government
- ◇ Healthcare & Pharmaceutical

### Pricing

*Pricing is based on duration, location, size and industry. Please contact OpEx Solutions for pricing and available dates.*

### Supply Chain Risk Management Facilitators



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# Global OpEx Solutions

**DEDICATED WORKSHOP**

**Workshop Code: TPM—RIW-V01**

Organizations whose operations depend heavily on equipment need reliable, well-functioning equipment to be profitable and competitive. Total Productive Maintenance (TPM), and more specifically, one of its five pillars, Autonomous Maintenance (AM), is a beneficial approach to enhance equipment reliability and effectiveness.

TPM workshops provide a method to restore equipment to optimal conditions — the trick is sustaining the gains from the initial workshop. Workshops facilitated by OpEx Solutions' experts have a proven track record of sustaining events by changing the culture of operator ownership and maintaining the gains.

## Benefits

- ◇ Operator ownership of equipment
- ◇ Improved safety & morale
- ◇ Reduction in defects & scrap
- ◇ Reduction in breakdowns
- ◇ Improved overall equipment effectiveness
- ◇ Prolong equipment life
- ◇ Reduce maintenance & repair costs
- ◇ Increased capacity without capital expenditure

## Key Areas of Focus

- ◇ Critical equipment
- ◇ Equipment that has deteriorated
- ◇ Responsible operators & maintenance staff
- ◇ Supporting selection, planning & preparation
- ◇ Debrief & post-event activity
- ◇ Coaching to follow up & sustain

## Target Organizations

- ◇ In pursuit of TPM excellence
- ◇ Unstable operations due to equipment
- ◇ Low profitability & trends
- ◇ Excessive maintenance & repair costs
- ◇ Poor on-time delivery performance
- ◇ Poor quality
- ◇ Long lead times
- ◇ Unhappy customers & losing business

## Pricing

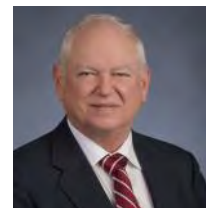
*Please contact OpEx Solutions for pricing and available dates.*

## Total Productive Maintenance Facilitators



**Warren Gary Johnson, Jr., Principal Consultant - OpEx Solutions**, is a mechanical engineer and a Certified Maintenance and Reliability Professional. His main areas of expertise are maximizing asset utilization, reliability, asset tracking, cost reduction and planning and scheduling. He developed a system for real-time asset utilization monitoring for Alcoa where he worked for 34 years in various capacities.

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# Programs & Projects



# Programs & Projects

OpEx Solutions offers a tailored approach to program and project management to assist in achieving programs and projects on-time, within budget, and with quality execution.

Please contact OpEx Solutions, Inc. if you do not see your requirement listed.

STRATEGY	PRODUCT	PROCESS
Strategy Planning	Product Development System Design	Operational Excellence Program
Strategy Execution	Product Portfolio Management	TPM & Reliability Excellence Program
Mergers & Acquisitions	New Product Development Strategy	Facilities Layout & Equipment Installation
New Location Startups & Moves	Advanced Product Quality Planning Execution	TOC-Based Metrics & Strategy
Reengineering & Restructuring	New Market Strategy	Manpower Rationalization
MATERIALS	SYSTEMS	OPTIMIZATION
Materials Management System	Integrated Management System	Discrete Event Simulation
Supply Chain Risk Assessment & Management	Post-Merger/Split Integration	Logistics Optimization
S&OP Structuring & Deployment	OpEx & Quality System Modeling	Yield Optimization
Inventory Modeling	MRP Modeling	Investment Optimization
Inventory Reduction	Change Management	Automation Cost-Benefit Analysis



# Global OpEx Solutions

## PROGRAM/PROJECT MANAGEMENT

**Project Code: MA-PM**

Most mergers and acquisitions do not meet expectations. This is due to the fact that those organization focus on enhancing revenue rather than a synergistic effect of the integration. In addition, such organizations fail to smoothly transition and integrate their organizations, resulting in disruption and a fragmented and over-burdened organization. This in turn, results in not meeting financial expectations and assumptions further leading to radical restructuring and other disruptions impacting customers, suppliers, and employees.

OpEx Solutions (OSI) uses a structured approach to analyze and strategize in order to maximize synergy and minimize transition to achieve financial expectations and stability.

### Integration & Rationalization

- ◇ People Plan
- ◇ Portfolio of Offerings
- ◇ Operations and Locations
- ◇ Suppliers & Service Providers
- ◇ IT Platforms & Infrastructure
- ◇ Finance, Accounting & Taxation
- ◇ Markets, Sales and Service

### Benefits

- ◇ Engage people to achieve optimal outcome
- ◇ Maximize key talent retention
- ◇ Minimize impact of change on resources
- ◇ Optimized and integrated functional processes
- ◇ Continuous achievement of operational goals
- ◇ Improved market performance
- ◇ Maximized integration synergy



### Program Managers



**Martin Nazareth PMP, MSIE, President - OpEx Solutions**, Led strategic deployment of operational excellence at over 100 plants globally across several industries in Lean, TPM, FMEA/PCP and Error Proofing. He held senior level positions at Alcoa, Delphi and EDS, served as a board member of AME's SW Region and is a director of IIE's Lean Division and Industry Advisory Board.

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# Global OpEx Solutions

## DEDICATED SESSIONS

Program Code: PSEI—PM

Effective planning and installation of plants and equipment need a variety of skills — both technical and managerial. Lack of such skills leads to poor execution resulting in going over budget and beyond schedule. In addition, insufficient knowledge leads to trial-and-error tweaking that results in a system that is not harmonious and takes very long to mature. OpEx Solutions' experts have a wide range of required skillsets and a proven track record of starting and moving manufacturing plants as well as installing and commissioning large equipment. While this experience maximizes the implementation success, it also allows busy operations people to focus on keeping operations running.

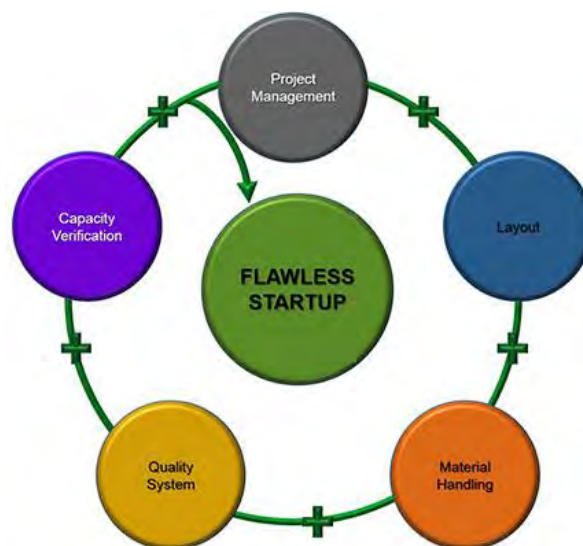
### Key Areas of Focus

- ◇ Project timeline and budget
- ◇ Systematic layout planning
- ◇ Systematic material handling analysis
- ◇ Energy efficient systems
- ◇ Developing process controls
- ◇ Plant capacity analysis
- ◇ Pre-production readiness review
- ◇ Follow-through for timely completion

### Benefits

- ◇ On-time & within budget execution
- ◇ Optimized material flow
- ◇ Energy efficient systems
- ◇ Minimize the risk of startup issues
- ◇ Minimize rework

## Plant Startup & Equipment Installation



### Project Managers



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# Global OpEx Solutions

## PROGRAM/PROJECT MANAGEMENT

Program Code: SCRM-PM

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### Risk Management Process



### Consequences of Supply Chain Risk

- ◇ Expensive attempts to manage risk:
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  - Cost of obsolete inventory
  - Additional, higher cost supply sources
  - Hedging strategies: take or pay contracts
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- ◇ Expenses if risks are not managed:
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  - Spot market purchases
  - Contract supply from competitors

### Target Supply Chains

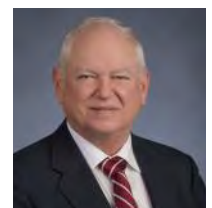
- |                      |                  |
|----------------------|------------------|
| ◇ Discrete Mfg.      | ◇ Electronics &  |
| ◇ Oil & Gas          | ◇ Semiconductor  |
| ◇ Automotive         | ◇ Government     |
| ◇ Aerospace          | ◇ Healthcare &   |
| ◇ Process Industries | ◇ Pharmaceutical |
| ◇ Services           |                  |

## Supply Chain Risk Management Program Managers



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# Global OpEx Solutions

## PROGRAM/PROJECT MANAGEMENT

Program Code: SE—PM

Effective execution of a well-developed strategic plan is what makes organizations successful. However, only a very small percentage plan for execution, therefore, they fail to execute. It is very important to have a strategic plan and a plan for execution. OpEx Solutions' experts have successfully initiated and executed numerous strategic plans. Strategy execution coached by OpEx Solutions' experts focus on alignment of goals, identification of gaps, enhancing commitment and ensuring rapid results. This coaching process takes much less face time than consulting, allowing busy people to focus on their regular jobs.

### Key Areas of Focus

- ◇ Achieving goals & objectives
- ◇ Identification & addressing opportunities
- ◇ Highest results with least effort
- ◇ Cascaded plans aligned with the strategy
- ◇ Leading & lagging metrics
- ◇ Effective allocation & utilization of resources
- ◇ Strategy communication & alignment
- ◇ Follow-through for timely completion

### Benefits

- ◇ Ensure accelerated business results
- ◇ Enhance the probability executing the plan
- ◇ Focus on achieving most important results
- ◇ Ensure cascaded execution
- ◇ Utilize staff & leadership time effectively
- ◇ Drive harmony & engagement

### Strategy Execution



### Strategy Executions Program Managers



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**John P. Gay, Master Black Belt, Principal Consultant — OpEx Solutions**, has been Supervising Master Black Belt and Global Best Practices Leader for Focused Improvement for DuPont, delivering over \$1M per person every year in hard, validated savings in addition to \$2M + in soft savings until his retirement. He also served Technical Superintendent for the LaPorte, Texas Dupont plant, ensuring compliance with new environmental permit standards including effluent water quality and delivering permit requirements on time and on budget. John is an APICS Certified Supply Chain Professional and a SCORE (Supply Chain Council) Professional.





# Global OpEx Solutions

## PROGRAM/PROJECT MANAGEMENT

Project Code: **SIPMA-PM**

Some organizations have difficulty meeting their objectives due to fragmented and disjointed processes and systems. This may be the result of mergers and acquisitions, recent reorganizations, or portfolio changes. Significant restructuring creates additional stress to maintain existing revenue and profits, while attempting to deliver the benefits that justified the change. Unfortunately, actions to accommodate restructuring can be disruptive: impacting customers, suppliers, and employees. The consequences have the potential to destroy value and competitiveness driving organizations from chaos to the brink of failure.

OpEx Solutions (OSI) uses a structured approach to review, rationalize and stabilize organization's processes and functions. This enables the organizations to preserve and leverage existing strengths while successfully integrating change.

### Rapid Integration

### Integration & Rationalization

- ◇ People
- ◇ Portfolio of Offerings
- ◇ Operations & Locations
- ◇ Suppliers & Service Providers
- ◇ IT Platforms & Infrastructure
- ◇ Sales & Service
- ◇ Metrics

### Benefits

- ◇ Engage people to achieve better outcome
- ◇ Minimize impact to personnel & talent retention
- ◇ Allows continued achieving operational goals
- ◇ Rapid reduction in voids & redundancies
- ◇ Optimized and integrated functional processes
- ◇ Improved market performance
- ◇ Accomplishes the synergy of integration



## System Integration Program Managers



**Martin Nazareth PMP, MSIE, President - OpEx Solutions**, Led strategic deployment of operational excellence at over 100 plants globally across several industries in Lean, TPM, FMEA/PCP and Error Proofing. He held senior level positions at Alcoa, Delphi and EDS, served as a board member of AME's SW Region and is a director of IIE's Lean Division and Industry Advisory Board.

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# Global OpEx Solutions

## PROGRAM/PROJECT MANAGEMENT

Program Code: TPM-PM

Organizations whose operations depend heavily on equipment, need reliable and effective equipment to be profitable and competitive. Total Productive Maintenance (TPM), and more specifically, one of its five pillars, Autonomous Maintenance (AM), is a beneficial approach to enhance equipment reliability and effectiveness. While many organizations start TPM, they struggle to keep it going. OpEx Solutions' experts have a proven track record of effectively managing and sustaining TPM programs. The focus on equipment and people often results in a self sustaining program that requires very little support and direction.

### Benefits

- ◇ Operator ownership of equipment
- ◇ Improved safety & morale
- ◇ Reduction in defects & scrap
- ◇ Reduction in breakdowns
- ◇ Increased capacity without capital expenditure
- ◇ Improved overall equipment effectiveness

### Key Areas of Focus

- ◇ TPM Deployment Plan
- ◇ Governance Structure
- ◇ Operator Engagement
- ◇ Kick-off & Training
- ◇ Developing & Rolling out the Program
- ◇ Facilitating events
- ◇ Autonomous Maintenance (operator ownership)
- ◇ Auditing Progress
- ◇ Following up on Actions
- ◇ Developing, Maintaining & Reporting Metrics
- ◇ Overall Equipment Effectiveness (OEE)

### Target Organizations

- ◇ In pursuit of equipment reliability excellence
- ◇ Unstable operations due to equipment
- ◇ Low profitability & trends
- ◇ Poor on-time delivery performance
- ◇ Poor quality
- ◇ Long lead times
- ◇ Unhappy customers & losing business
- ◇ Low employee morale due to equipment condition
- ◇ Lack of internal program management

## TPM Program Managers



**Warren Gary Johnson, Jr., Principal Consultant - OpEx Solutions**, is a mechanical engineer and a Certified Maintenance and Reliability Professional. His main areas of expertise are maximizing asset utilization, reliability, asset tracking, cost reduction and planning and scheduling. He developed a system for real-time asset utilization monitoring for Alcoa where he worked for 34 years in various capacities.

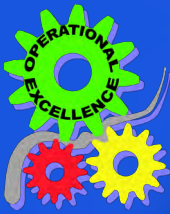
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# CenTex OpEx Consortium



# CenTex OpEx Consortium

A forum for sharing knowledge and experience between member companies of Central Texas in the use of operational excellence tools and systems

The vision of the CenTex OpEx Consortium (COC) is to be an organization where member companies feel compelled to motivate each other to excel through sharing knowledge and experience in the use of operational excellence tools and systems.

The COC provides a forum for effective benchmarking and a repository of best practices. Unlike individual company benchmarking, the CenTex OpEx Consortium provides effective cross-company, cross-industry and cross-tool peer-to-peer learning.

COC strives to help organizations find and define their own way to excellence and thrive in these challenging times.



## Who Should Join?

The CenTex OpEx Consortium is for operations and continuous improvement leaders who:

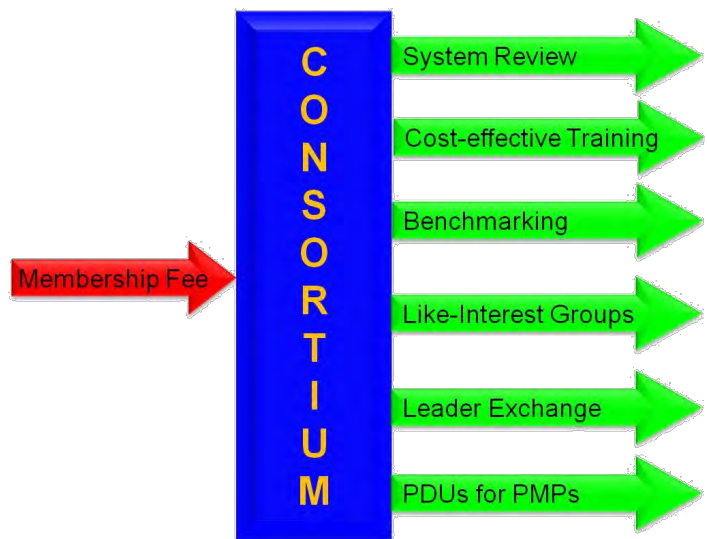
- Have a need to benchmark operations
- Have recently reduced OpEx staff
- Have people engagement issues
- Have the need to reduce cost
- Have overtime issues
- Have job stoppages or waiting
- Have a constraint/bottleneck
- Have a long lead time
- Have a lot of inventory
- Have a lot of scrap and rework

## Benefits Exceed Membership Fee

The benefits of the consortium extend beyond the two primary purposes:

- ◇ Benchmarking of tool and system applications
- ◇ Leader exchange of enterprise transformation

The additional benefits were selected based on suggestions from the Initial Members to help them make and sustain needed improvements rapidly and cost-effectively.



## Membership Costs

	No. of Employees	Yearly Fee
Level One	1 - 50	\$2,495
Level Two	51 - 200	\$4,995
Level Three	201 - 500	\$7,495
Level Four	501 +	\$9,995

One-time initiation fee of \$500 applicable to new members.



# CenTex OpEx Consortium

## Value Proposition

### Membership Costs

	No. of Employees	Yearly Fee
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Level Two	51 - 200	\$4,995
Level Three	201 - 500	\$7,495
Level Four	501 +	\$9,995

*One-time initiation fee of \$500 applicable to new members.*



Benefit	Non-Members' Cost	Member Cost/Savings			
		Level 1	Level 2	Level 3	Level 4
<b>Annual system review conducted by highly experienced OpEx Solutions' Associates</b>		\$2500	\$5000	\$7500	\$10000
<b>Monthly learning and training sessions</b>	\$250 p/person (8 p/yr.)	\$2000	\$4000	\$6000	\$8000
<b>Leadership sessions</b>	\$250 p/person (4 p/yr.)	\$1000	\$2000	\$3000	\$4000
<b>Special Topic Sessions</b>	\$250 p/person (2 p/yr.)	\$500	\$1000	\$1500	\$2000
<b>Training</b>	\$1500 p/membership level p/yr.	\$1500	\$3000	\$4500	\$6000
<b>Membership Fee</b>		<b>\$2495</b>	<b>\$4995</b>	<b>\$7495</b>	<b>\$9995</b>
<b>Value</b>		<b>\$7500</b>	<b>\$15000</b>	<b>\$22500</b>	<b>\$30000</b>
<b>ROI</b>		<b>300%</b>	<b>300%</b>	<b>300%</b>	<b>300%</b>



# CentEx OpEx Consortium

## Membership Application Form

Organization Name \_\_\_\_\_

Physical Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

Mailing Address \_\_\_\_\_

City/State/Zip \_\_\_\_\_

**Organization/Site Description** *(Include the number of employees at the company/location)*

### Membership Fee Schedule

	Level One	Level Two	Level Three	Level Four
No. of Employees	1 – 50	51 – 200	201 – 500	501+
Yearly Fee	\$2,495	\$4,995	\$7,495	\$9,995
There is a \$500.00 initiation fee for new members.				

**Primary Delegate Name** \_\_\_\_\_

*Position/Title* \_\_\_\_\_

*Work Phone* \_\_\_\_\_ *Mobile* \_\_\_\_\_

*Fax* \_\_\_\_\_ *E-mail* \_\_\_\_\_

**Alternate Delegate Name** \_\_\_\_\_

*Position/Title* \_\_\_\_\_

*Work Phone* \_\_\_\_\_ *Mobile* \_\_\_\_\_

*Fax* \_\_\_\_\_ *E-mail* \_\_\_\_\_

**Agreement:** We agree to comply with the membership rules of the CentEx OpEx Consortium:

- The main purpose of the COC is to provide a forum for learning and sharing knowledge and experience in the use of operational excellence tools and systems, therefore, members shall refrain from using this forum for soliciting business.
- Confidentiality of materials received from the COC or its members shall be respected at all times.
- Members are responsible for protecting their intellectual property and competitive advantage while hosting a learning session or participating in COC activities

\_\_\_\_\_  
*Signature (digital signature acceptable)*

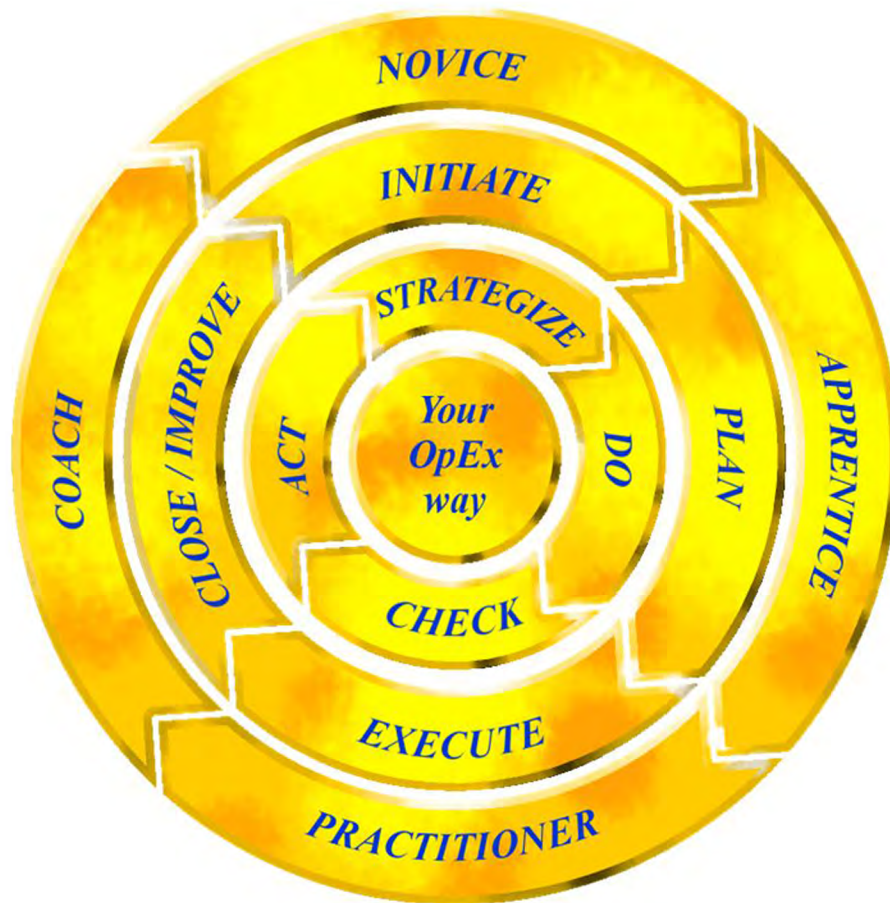
**Payment** ☐ Credit Card *(we will call for information)* ☐ Check

Level \_\_\_\_\_ Amount \_\_\_\_\_ Date \_\_\_\_\_

*Make checks payable to CentEx OpEx Consortium ♦ Mail to:* CentEx OpEx Consortium, PO Box 5663, Round Rock TX 78683-566



# Find and define your own way to Operational Excellence!



**OpEx Solutions, Inc.**

P.O. Box 5663  
Round Rock, Texas, U.S.A. 78683

Phone: (512) 551-8406 ♦ FAX: (512) 410-7359

[opexinfo@opexsolutions.org](mailto:opexinfo@opexsolutions.org)  
[www.opexsolutions.org](http://www.opexsolutions.org)