

Where do you need to improve your manufacturing?

In these challenging times, manufacturers need to continually improve their competitiveness, but it can be difficult to determine where to focus improvement efforts. Key improvement questions can include:

- Are our manufacturing processes competitive enough?
- Do we have a sufficient level of skill in our people?
- Are we applying Lean effectively?
- Are we applying technology effectively?
- How does our performance compare to World Class standards?

Applying industry-recognised best practices in manufacturing processes, organisation and technology is a powerful improvement approach. Critics will say that this simply enables catch-up with others. True. But catch-up is good if it's needed and improved performance will result. Looking for best practices outside your own industry sector also provides opportunity to leapfrog your competitors. Best practice benchmarking is an effective way to compare your business practices and performance against leading businesses and so identify improvement needs using a structured approach. It is also very effective at catalysing and focusing improvement activities.

How's your manufacturing?

Introducing Manufacturing PROBE

Manufacturing PROBE is a best practice benchmarking solution, initially developed by IBM and London Business School in 1992 and now owned by the CBI. Over 2000 manufacturing sites have been benchmarked using PROBE since its inception and a number of companies have used PROBE repeatedly as part of their improvement strategy. Codexx consultants were part of the original IBM development team and Codexx is a licensed PROBE facilitator.

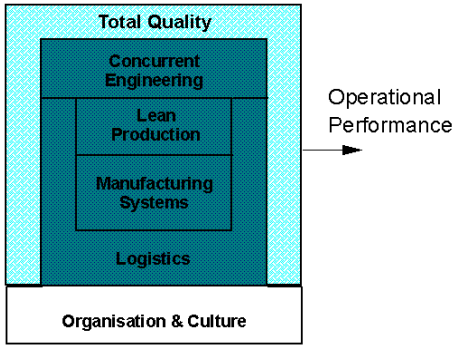
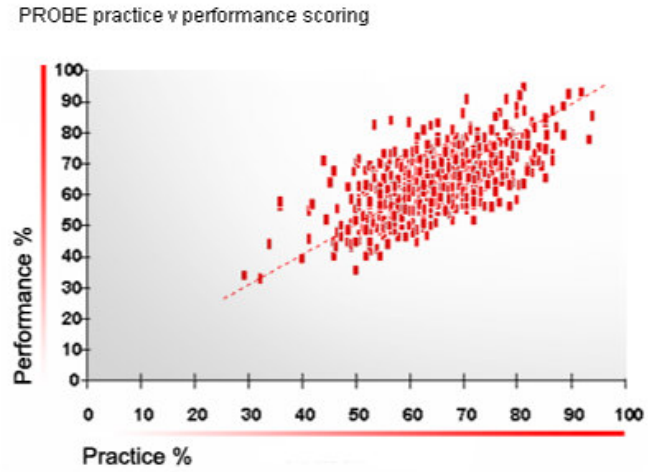


Figure 1: PROBE Model

PROBE is based on a model of World Class Manufacturing practices that is heavily influenced by LEAN and has thus stood the test of time. Since 1992 PROBE has demonstrated the correlation between practices and performance. It has been shown that working to improve practices to move to a world class standard will result in improved performance.

Figure 2: Practice drives performance (results from PROBE benchmarking)



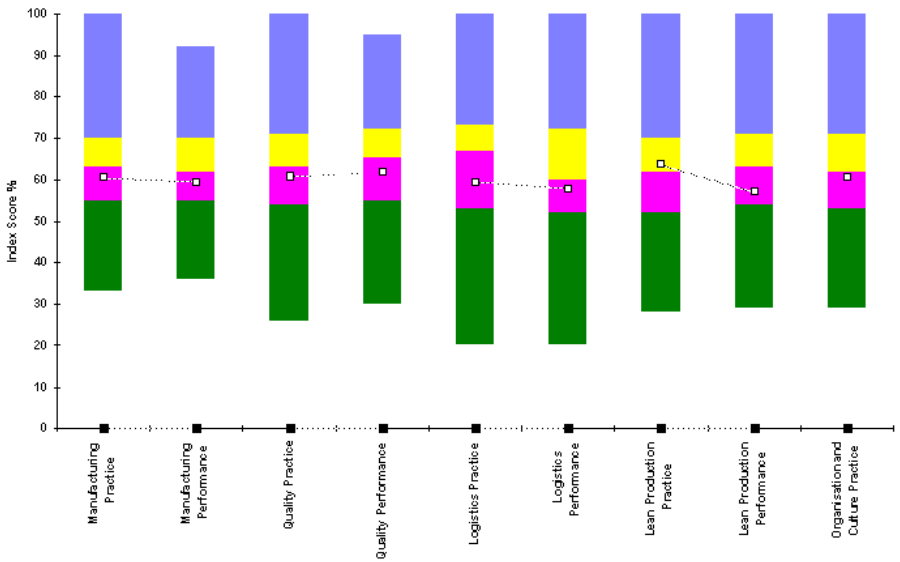
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Case Study

An excellent example of a company that has successfully applied best practices benchmarking and improvement is Grundfos, the leading global pump manufacturer with factories in Europe, America and Asia and headquartered in Denmark. Grundfos started using best practice benchmarking using the PROBE solution in 1996 to assess the practices and performance in their factories. This identified gaps with best practices including the need to utilise Lean manufacturing approaches. They commenced implementation of lean manufacturing techniques across their factories from 1997 and continued regular PROBE benchmarking supported by Codexx. In parallel they were using EFQM to drive overall Business Excellence. They won the EFQM award in 2006 and in the PROBE benchmarking assessment in 2008, their Danish factories scored at a world class practice level. The result has been clear and major improvement in key performance indicators such as on-time delivery, inventory turns and quality.

"Codexx, made three valuable assessments according to the Probe model. This has helped us a lot when introducing the changes needed in our efforts to become a world class manufacturer. Our practice has improved dramatically."
Mogens Henriksen
Director of Supply & Manufacturing Processes
Grundfos A/S

Figure 3: Example of practice & performance scoring quartiles



Why not find out?

PROBE Assessment Approach

Our proven benchmarking approach uses PROBE as the core of the assessment and enhances it with additional methods to help identify root cause problems for poor performance and define improvement actions. This has been shown to be a very effective way of providing both a benchmarking comparison that answers the 'Why?' question together with actionable improvement recommendations that answer the 'How?'. Our collaborative approach helps ensure that the process and recommendations receive support and buy-in from your people. The key elements of our PROBE assessment are as follows:

- Pre-assessment questionnaire for key performance information
- Interviews with key manufacturing managers
- Forums with employees and supervisors
- Shopfloor review to view production operations and layout
- Assessment of Lean and Continuous Improvement
- Scoring against PROBE database with sector and overall comparison
- Assessment Report with scoring, conclusions and recommendations
- Optional additional assessment elements inc. process reviews

Codexx Benchmarking Experience

Our consultants have performed over 100 PROBE benchmark assessments. We were part of the original IBM team that developed PROBE in 1992. We have developed a very effective and action-orientated assessment approach around PROBE. In addition to PROBE for Manufacturing, we also offer the SCAN Supply Chain Assessment, F4i Innovation Assessment and PROBE for Service benchmarking assessment.

Interested?

Contact us to discuss your improvement needs and for a no obligation meeting.

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