

EXEGENS®

TRUE PRODUCTIVITY REVEALS
YOUR HIDDEN PROFITABILITY!

15 Years Anniversary Brochure



exegens.com

EXEGENS®

TRUE PRODUCTIVITY REVEALS
YOUR HIDDEN PROFITABILITY!



COMPANY

For real business profitability through productivity...

About us

Exegens® is the most prestigious high quality Romanian consulting company worldwide recognized for its innovation in management and organization.

Exegens® team is working to assist local & global company management teams and coach operational staff in order to achieve and support the company's effectiveness and efficiency for profitability and competitiveness through improvement programs.

Exegens® provides consulting services in Strategy, R&D Management, Supply Chain Optimization and Operations Management in Production.

The uniqueness of Exegens® consulting is ensured by the way of planning, creating and sustaining profitable strategies and cost improvement programs based on the Romanian-Japanese partnership in productivity, focusing on:

- unit cost improvement of at least 6% per year for each of the next 5 years by maximizing the efficiency and effectiveness of operations,
- improving productivity more than 200% without investment, with creative/innovative approach, and
- a practical approach to the need for cost down and cash up through bottleneck process profitability control for maximum takt time.

Vision

To explore the potential of Profitability through Productivity for inspiring the business environment to assume a responsible use of all resources for the expected results.

Mission

Understanding the clients' values and offering a quality and quick response in order to direct their innovative potential and to improve their mobility and learning skills.

Values

We value team work, applied science and focused simplicity to help clients turn strategic ideas into data driven action plans. We maintain a high degree of congruence between our words and actions to accomplish our quality commitments.

BUSINESS PHILOSOPHY: Our Books

Thinking... for a new world of profitability through productivity



[Dr. Alin POSTEUCĂ](#) is the author of Manufacturing Cost Policy Deployment (MCPD) system.

MCPD is the new profitable management and the manufacturing cost improvement system, with the full support of productivity science, to increase profitability through productivity.

The basic goal of MCPD system is to ensure a sustainable competitive supremacy through Cost-Competitiveness Improvement to achieve Real Structural Target Profit Reform based on Productivity Reform.

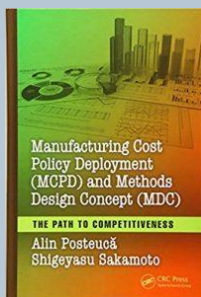


[Dr. Shigeyasu SAKAMOTO](#) is the author of Methods Design Concept (MDC) methodology.

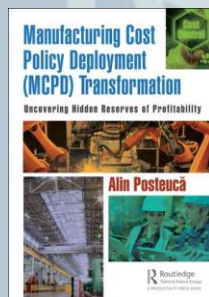
MDC is the innovative manufacturing process redesign methodology, with the full support of industrial engineering science, to increase profitability through productivity.

The goal of MDC is to show how much to improve productivity (M-Method, P-Performance and U-Utilization) and how to do it, and to materialize it in terms of staff allocation, optimum flow, and profitability.

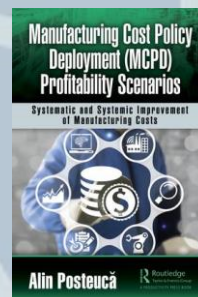
Our Books:



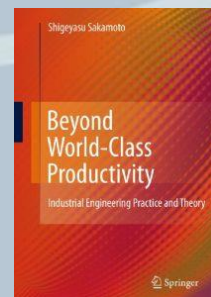
Understanding the MCPD & MDC - details [👉 here](#)



Transformation through MCPD - details [👉 here](#)



MCPD Scenarios: Kaizen & Kaikaku - details [👉 here](#)



MDC: The Best Productivity - details [👉 here](#)

TRAINING & WORKSHOP

Right training and workshop for the right competitive problem

The vast majority of company problems originate in only 7 general areas:

1. The Lack of Real Managerial Commitment,
2. Resistance to Change,
3. The Lack of Total and Continuous Involvement of All Departments and Beyond,
4. Reactive Managerial Behavior,
5. Poor or Poorly Defined Processes,
6. Incorrect and/or Incomplete Improvement Project Implementation, and
7. Inadequate Training & Workshop.

So, if people first learn, then they will be able to work.



Training & Workshop for Achieving and Sustaining Your Digital Transformation:

- **53** training & workshop programs;
- **22** unique training & workshops programs;
- more than **5000** participants in 15 years;

TRAINING & WORKSHOP: Productivity

Productivity Lifelong Journey

Productivity: People

The Basics of Productivity (**P01**); Methods Design Concept (MDC) (**P02**); Time and Motion Study (**P03**); Quick Changeover (with SMED) (**P04**); (*) Quick Changeover (with MDC) (**P05**); 5S (**P06**).

Productivity: Equipment

Total Productive Maintenance (TPM) (**P07**); Overall Equipment Effectiveness (OEE) (**P08**); (*) KAIZEN for Setup (**P09**); (*) KAIZEN for Breakdown (**P10**); (*) KAIZEN for Cutting-Tool Replace (**P11**); (*) KAIZEN for Startup (**P12**); (*) KAIZEN for Minor Stops (**P13**); (*) KAIZEN for Speed Loss (**P14**); (*) KAIZEN for Quality Defect (**P15**); (*) KAIZEN for Shutdown (**P16**); Overall Line Effectiveness (OLE) (**P17**); Autonomous Maintenance (**P18**); Planned Maintenance (**P19**); P-M Analysis (**P20**).

Productivity: Processes & Flow

Supply Chain Management (**P21**); KANBAN (**P22**); Value Stream Mapping (VSM) & Process Mapping (**P23**); Value Stream Management (VSM) & Process Mapping for Office (**P24**).

Productivity, Quality, Costs & SHE

(*) Controlling: Costing, Budgeting & Cost Reduction (**P25**); APQP and Control Plan, FMEA, SPC, MSA, PPAP (**P26**); Design FMEA (**P27**); Process FMEA (**P28**); Machinery FMEA (**P29**); Mistake Proofing (Poka Yoke) (**P30**); Safety Health And Environmental Management (**P31**); Policy Deployment (**P32**); (*) Manufacturing Cost Policy Deployment (MCPD) (**P33**).

Note 1: (*) unique training & workshop programs in productivity

Note 2: details ↗ [here](#)

TRAINING & WORKSHOP: Transformation

Trasformation Lifelong Journey

Transformation & Digitalization

(*) MCPD: Productivity Business Model **(T01)**; (*) MCPD: Profitability and Productivity Scenarios **(T02)**;
(*) MCPD: Business Transformation for Profitability by Industry 4.0 **(T03)**.

TRAINING & WORKSHOP: Leadership

Leadership Lifelong Journey

Leadership

(*) MCPD Leadership **(L01)**; (*) Cost Improvement Culture **(L02)**; (*) Cost Improvement Coaching **(L03)**;
Training Within Industry (TWI) and Respect for People **(L04)**; KAIZEN & KAIKAKU **(L05)**; KAIZEN for
Office **(L06)**; Problem Solving **(L07)**; Root Cause Analysis (RCA) **(L08)**; Training Plan Development **(L09)**;
Suggestion System **(L10)**; Daily Management **(L11)**; (*) Daily Cost Management **(L12)**; (*) Management
Branding **(L13)**.

TRAINING & WORKSHOP: Innovation

Innovation Lifelong Journey

Innovation & Digitalization

(*) Productivity Reform: Methods Design Concept (MDC) **(I01)**; (*) Value Stream Management for New
Products **(I02)**; (*) New Profitable Product Development **(I03)**; New Equipment Development **(I04)**.

Note 1: (*) unique training & workshop programs in trasformation, leadership and innovation

Note 2: details ↗ [here](#)

EXEGENS®

TRUE PRODUCTIVITY REVEALS
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CONSULTING

Systemic problems require systemic solutions

For Your Company's Digital Transformation,
Exegens® unique consulting expertise covers:

- Cost-Competitiveness Improvement,
- Operational Excellence for Profit Speed,
- Methods Design Concept.

EXEGENS

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CONSULTING

Systemic problems require systemic solutions

Testimonials:

"Sometimes you need to do the hard work of understanding the data - data can uncover the secrets of your operations: the good, the bad ... and the ugly. And sometimes, you need to work at the detailed level to fully understand what is going on ... and uncover why.

The MPCD approach does this - works at the detailed, data level to uncover those secrets.

But more than this - it drives forward progress.

(...) Perhaps most importantly, MPCD provides the links between the "productivity vision" and longer-term aims - and the goals and action plans that drive shorter-term improvement.

Adopting and using the MPCD system releases hidden reserves of productivity and profitability (...)"

John Heap, President of the
World Confederation of Productivity Science (UK)

"(...) MCPD is unique in that it addresses improvement projects that cover the full planning range from a temporal perspective, and the pursuit of excellence regardless of product life cycles. It is key that the concepts presented consider short-, medium-, and long-term productivity in a way that precludes the tendency to focus on short-term fixes.

It is perhaps also this approach that leads to the development of strategies that can be used even during times of economic contraction (...)"

G. Don Taylor, Ph.D., P.E., Charles O. Gordon
Professor - Virginia Tech University (USA)

"Effective cost management underpins the achievement of competitive manufacturing, and increasingly manufacturing strategy is dominated by the need to reduce operating costs. Firms that arbitrarily cut costs to satisfy short-term profitability goals miss the bigger opportunity to both reduce costs and increase productivity. (...) MCPD makes an important and unique contribution, bridging the

strategic management and operations improvement domains. To put it simply, MCPD makes manufacturing better: cheaper, more productive, and more capable of competing on a global scale."

Daniel Eyers, Ph.D., Lecturer in Manufacturing
Systems Management - Cardiff University (UK)

CONSULTING: Why are we unique?

For 7 reasons:

1 Strategy Approach

MCPD transformation by Exegens® provides a vision that must be shared by all staff, which can be converted into specific and measurable goals that are linked to all effective and efficient improvement activities within the organization.

2 Management Reform

Exegens® consulting services undertake a complete management reform through a mechanism that clarifies all aspects necessary to increase competitiveness. This mechanism – the MCPD system – addresses the effectiveness and efficiency of the entire organization and is continuously linked to the expected performance, respectively to Business Productivity Model (PBM).

3 Customer Satisfaction

The Exegens® consulting program simultaneously achieves client value and corporate value by consistently increasing the expected business results.

4 Business Processes

Exegens® redesigns and improves business processes for each Product Family Cost (PFC) to consistently reduce manufacturing lead time in order to have high-speed processes responding to market needs and by total human catalysis to spectacularly increase profitability through productivity.

5 Team Work

Exegens® believes that the safest way to open a new style of human resource management in the 21st century can be found right at the workplace.

6 Zero Cost of Losses and Waste (ZCLW)

Exegens® believes that the level of Cost of Losses and Waste (CLW) in a company depends on how well it responds to its problems and helps its clients create a lifestyle to look in depth and solve the underlying causes of these surface cost issues to reach the Ideal Costs or Zero Cost of Losses and Waste (ZCLW) state.

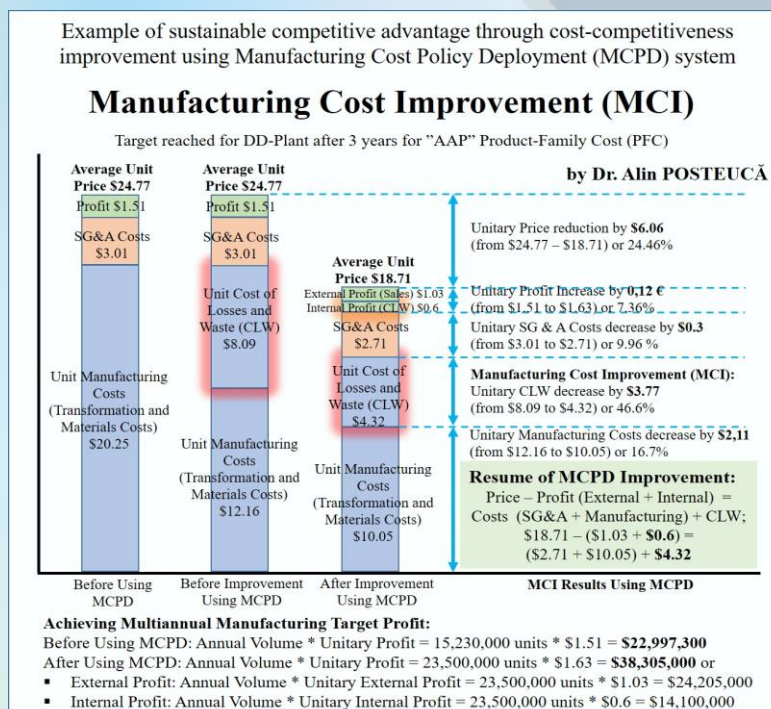
7 Key Performance Indicators (KPIs)

Profitability improvement projects by Exegens® meet the KPIs targets for: Productivity, Costs, Innovation, Quality, Delivery Time, Flexibility, Maintenance, Safety Health and Environmental Management, Employee Morale and Motivation.

CONSULTING:

Cost-Competitiveness Improvement

- 1) **Challenge:** the improvement of price competitiveness on the basis of a continuous and flexible reduction of unit costs.
- 2) **Exegens® original Cost Improvement approach (example) by Dr. Alin POSTEUCA**



- 3) The **Exegens® consulting stake:** 5-years warranty for annual unit cost improvement of 6%

Note 1: details about **MCPD consulting** can be found [here](#)

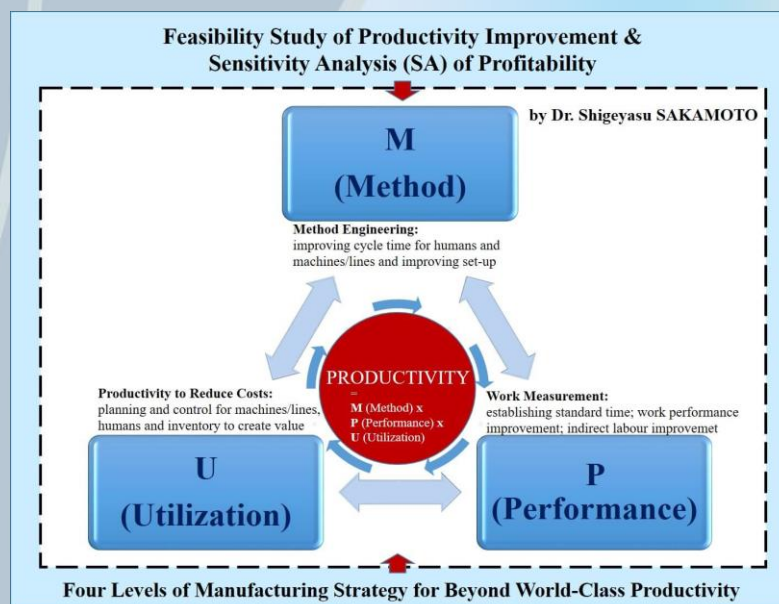
Note 2: details about **Cost Reduction training** can be found [here](#)

Note 3: details about **MCPD training** can be found [here](#)

CONSULTING:

Methods Design Concept (MDC)

- 1) **Challenge:** to separate productivity contents into M - Method, P - Performance and U - Utilization and to adopt new approaches to each dimension or function of productivity.
- 2) **Original Productivity approach** by Dr. Shigeyasu SAKAMOTO



- 3) The **Exegens® consulting stake** with the direct guidance of Dr. Shigeyasu SAKAMOTO: improving productivity more than 200% without investment, with creative/innovative approach.

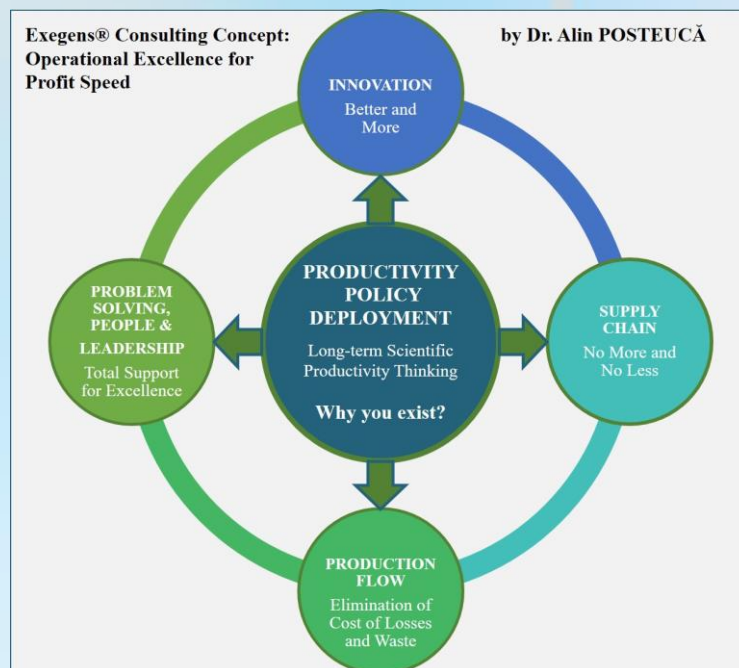
Note 1: details about **MDC consulting** can be found [🔗 here](#)

Note 2: details about **MDC training** can be found [🔗 here](#)

CONSULTING:

Operational Excellence for Profit Speed

- 1) **Challenge:** to formulate and implement a winning plan to achieve industry world-class level at performance indicators level based on maximizing the efficiency of using all resources for the expected results.
- 2) Exegens® **original approach:** focused on five large areas of companies that fully meet the needs of an organization to achieve the Operational Excellence for Profit Speed state.



- 3) The **Exegens® consulting stake:** Uncovering Hidden Reserves of Profitability by Productivity

Note 1: details about **Operational Excellence for Profit Speed consulting** can be found [here](#)

Note 2: details about **Operational Excellence training** can be found [here](#)

IMPLEMENT:

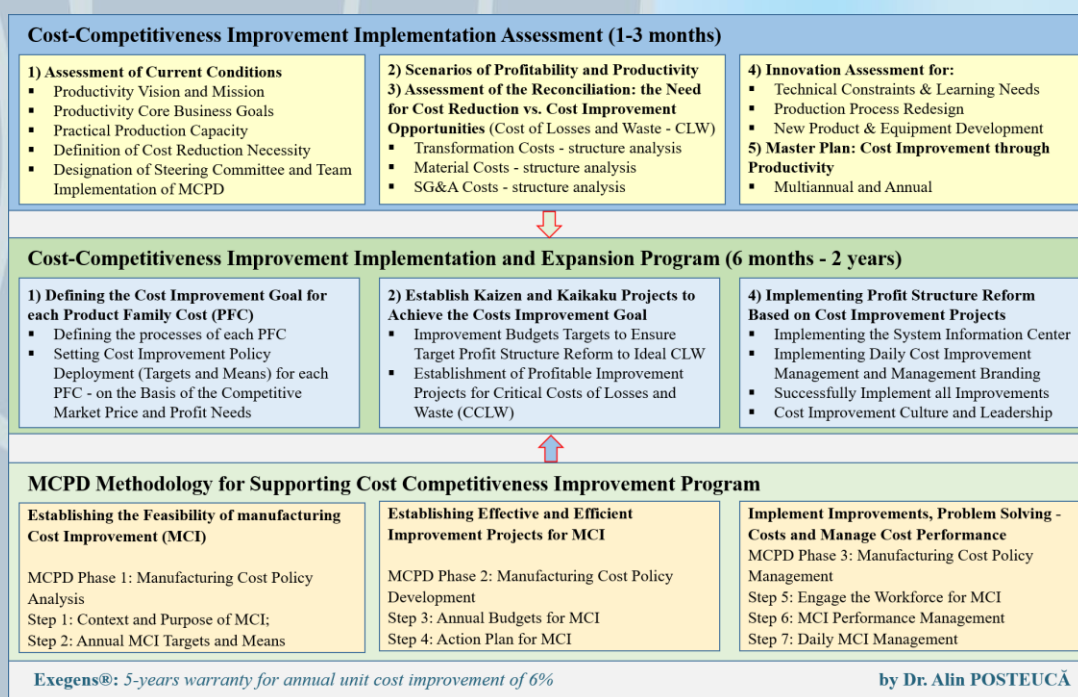
What we will do “on Monday morning”...

The high quality consulting implementation goal is to ensure competitive supremacy through cost, through structural target profit reform based on productivity reform.

1) Cost Competitiveness Improvement Transformation:

Step 1: promoting the program and a preliminary assessment (1-3 months);

Step 2: on the basis of the results of this assessment, all the necessary activities for the introduction and expansion of the program by the MCPD team and the client team, a special team formed for this purpose for 6 months – 2 years, are developed.



2) Operational Excellence for Profit Speed Implementation: a multi-year master plan is developed taking into account the current and especially future challenges and opportunities of each company.

3) MDC Implementation: a company-specific action plan is developed for innovative productivity growth.

Note 1: details about [MCPD Transformation](#) can be found [here](#)

Note 2: details about [Operational Excellence for Profit Speed Implementation](#) can be found [here](#)

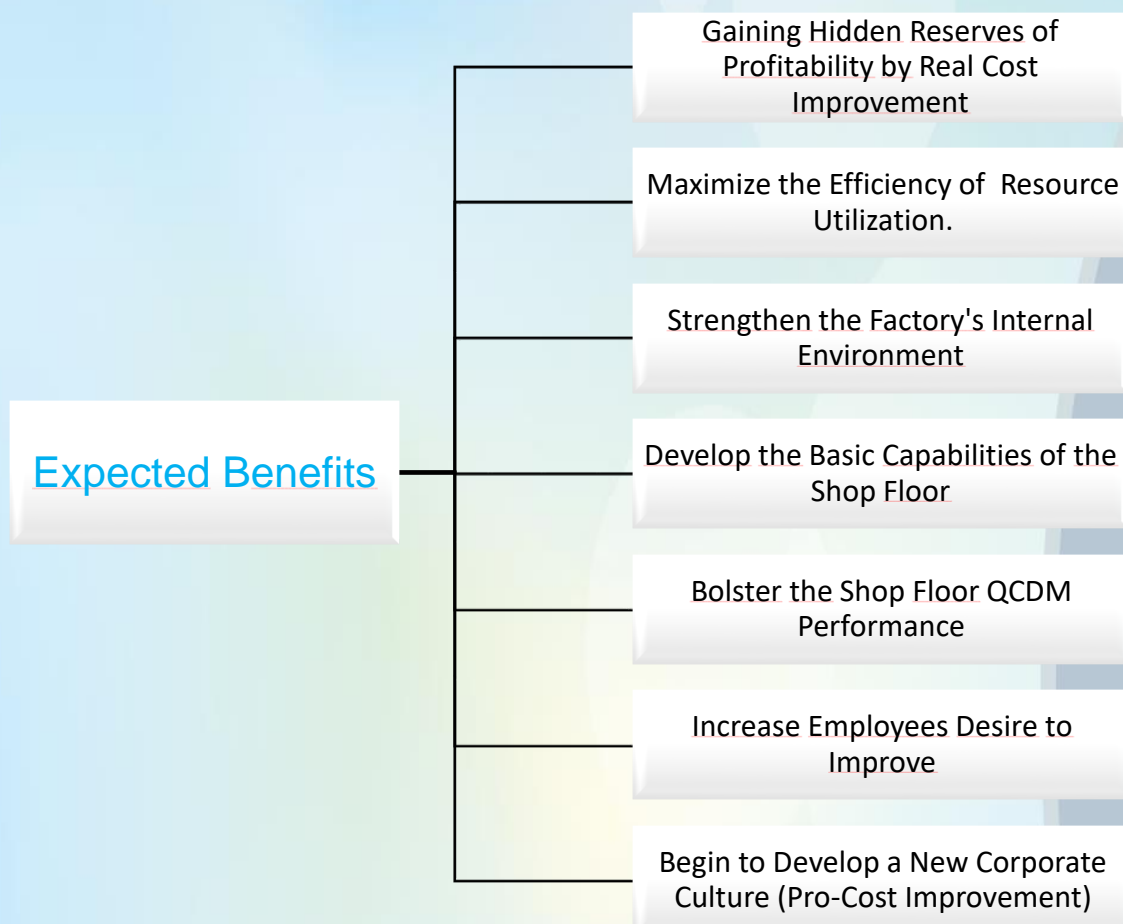
Note 3: details about [MDC Implementation](#) can be found [here](#)

RESULTS:

Very good strategy ... excellent results

Driven by results - we always remember that at the central point of any project there's a business that need to reach the available level of profitability, to consistently obtain annual and multiannual manufacturing target profit regardless of the evolution of sales volumes, increasing or decreasing.

With Exegens®, managers and practitioners within companies discover a comprehensive practical implementation approach that will help them develop and support their long-term, medium-term and short-term profitability and productivity strategy.



RESULTS:

Very good strategy ... excellent results

The current tangible and intangible expectations of Exegens® projects cover: Profitability, Productivity, Cost Improvement, Innovation, Quality, Delivery, Flexibility, Environment, Safety at Work and Employees' Moral and Motivation.

Overall Management Indicators (OMI) possible to reach and sustain:

- **Manufacturing Cost:** reducing by at least 6%/year;
- **Total Lead Time:** reducing by at least 10%/year;
- **Major Accidents:** 0 (zero) at the end of year 3;
- **Quality Complaints:** 0 (zero) at the end of year 3.

KPIs that can be reached and supported:

1) Productivity Indicators (KPIs):

- **OEE:** up to 85% at the end of year 3;
- **Man * hour by product:** reduction of 30% at the end of year 3;
- **Setup:** minimum of 50% reduction compared to the current state (minutes) at the end of year 3.

2) Quality Indicators (KPIs):

- **Scrap Ratio (Overall Factory):** minimum of 30% reduction compared to the current state at the end of year 3;
- **Rework:** minimum of 45% reduction compared to the current state at the end of year 3.

3) Cost Indicators (KPIs):

- **Manufacturing Costs:** reducing by at least 6%/year;
- **Work in Process inventory (WIP):** minimum of 30% reduction compared to the current state at the end of year 3.

4) Delivery Indicators (KPIs):

- **Production Delivery Performance (OTIF):** 98% at the end of year 3.
- **Production Lead Time:** minimum of 30% reduction compared to the current state at the end of year 3;

5) Safety Indicators (KPIs):

- **Major Accidents:** 0 (zero) at the end of year 3;
- **Occupational Diseases:** 0 (zero) at the end of year 3.

6) Moral Indicators (KPIs):

- **Kaizen Projects:** Year 1: 20; Year 2: 50; Year 3: 100.

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CLIENTS:

Your success is our success

Exegens® consulting and training expertise in Profitability, Productivity and Quality for planning, creating and sustaining Operational Excellence for Profit Speed is provided through a flexible approach for each client's unique needs - putting your company digital transformation on the road to the continuous success.

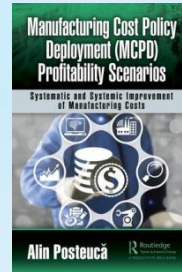
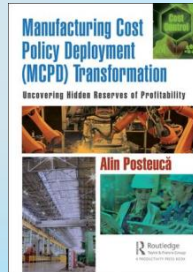
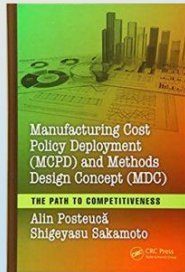
Exegens® clients are from highly competitive business environments such as:

- **Manufacturing and Assembling Industry**
- **Processes Industry**
- **Financial Services**
- **Commerce & Retail**
- **Information Technology and Communication**
- **Services**
- **Utilities**
- **Professional Services**
- **Transportation and Logistics**
- **Consumer Goods**
- **Health Care**

Companies operating in highly competitive markets that have successfully applied MCPD, MDC and Operational Excellence for Profit Speed come from: **Japan, USA, Germany, UK, Sweden, Italy, Romania, India, Mexico, etc.**

Exegens®: Achieving and Sustaining Your Digital Transformation

Our Books:



PROFITABILITY through PRODUCTIVITY: TRAINING ... CUSTOMIZE ... IMPLEMENT ... RESULTS

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